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A British-based Mammoth Minor twin-steer tractor with a 6,000 United States gallon liquid nitrogen alongside an AEC Limited rigid tanker operated by Air Products SA, the Belgian company of Air Products Ltd., which opened a plant in Ghent earlier this year. Air Products supply industrial gases to more than 75,000 customers all over the world.

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AN INTRODUCTION TO THE JAPANESE MARKET — 5

The market for British capital goods in Japan

This is the concluding article in a series aimed at introducing Japan, her people, and her expanding market to the British exporter. Previous articles were: 'Japan today' (March 1); 'Japan – much scope for trade' (March 22); 'Japan – market for consumer goods' (May 3); 'British Week, Tokyo, 1969', by Michael Montague, chairman of the Committee for Exports to Asia BNEC (May 17), together with 'Don't be put off the Japanese market by Japanese protectionism', by H. A. H. Cortazzi, Commercial Department, British Embassy in Tokyo (also May 17).

THE PRIME PURPOSE of a British Week is the promotion of British consumer and consumer durable goods in the market in which the Week takes place. The British Week which is to be held in Tokyo in the autumn of 1969 will be no different from any of the other Weeks in this respect—except that Tokyo, with its population of 11 million, will provide the biggest stage yet for such a promotion. It is easy, in the furore which accompanies the preparations for such an event, to overlook the fact that a suitable climate is provided by a British Week for selling goods which fall outside the consumer and consumer durable goods categories. Exporters and potential exporters of capital goods could well take advantage of the 'British' atmosphere which it is hoped will pervade the Japanese scene before and during the Week. They will, of course, wish to know what kind of market exists for their products and it is the purpose of this article to outline briefly the opportunities that await British exporters with the courage to tackle what is one of the most exciting and potentially rewarding markets in the world.

The miracle that is modern Japan has been described at some length in previous articles in this series. What lies behind this miracle is the spirit of her people and the determination of all, from the humblest operative in a textile mill to the president of a giant industrial combine, to play their part in making Japan economically the world's most powerful nation. Their success is shown by the fact that Japan is now the world's leading producer of ships and spun rayon and ranks second in the production of motor vehicles, cotton yarn, radio receivers and television sets and third in crude steel, cement, sulphuric acid, rayon and wool yarn and cotton fabrics; it should not be forgotten that these and other Japanese industries have risen from virtually nothing in the relatively short post-war period.

No country can achieve such economic success without investing heavily in capital goods. It may be true that at the beginning of its recovery from the war Japanese industry was able to make use of a vast pool of cheap labour, but this is no longer the case: wage rates in Japan have increased rapidly in recent years and are approaching those obtaining in Western Europe; there is now a distinct shortage of labour. Japanese industrialists have realized that the surest way to maintain and increase their high levels of production and quality is to invest in more and more sophisticated and labour-saving machinery. It is not only in the manufacturing sector, however, that heavy capital investment is taking place. In the past, improvements in housing, roads and sanitation have had a low priority behind the needs of manufacturing industry. But in very recent years, the Japanese have begun vast civil engineering projects designed to bring conditions up to Western standards.

Value of capital goods imports

Japan is of course able to produce herself a great deal of the machinery and other capital goods that she needs. Indeed, out of her total imports of £4,859 million in 1967, only some £405 million, or 8·3 per cent, consisted of machinery and transport equipment. Nevertheless, the value of these imports is considerable in absolute terms and exporters cannot afford to ignore a market of this size which is expanding so rapidly (imports in this sector showed an increase of 27 per cent over the 1966 figure). It is not surprising that the United States, whose help and influence had much to do with Japan's post-war recovery, still

(*Continued on next page*)

A party of Japanese visitors to Britain (representatives of the electrical industry) on the roof of Thorn House, headquarters of Thorn Electrical Industries Ltd.: Mr. R. M. Hutchins (fourth from right), export manager – Atlas Lighting is seen presenting copies of 'London in Colour'. They are accompanied by Mr. David Adams (extreme left), a project engineer of Atlas International Lighting Advisory Service.

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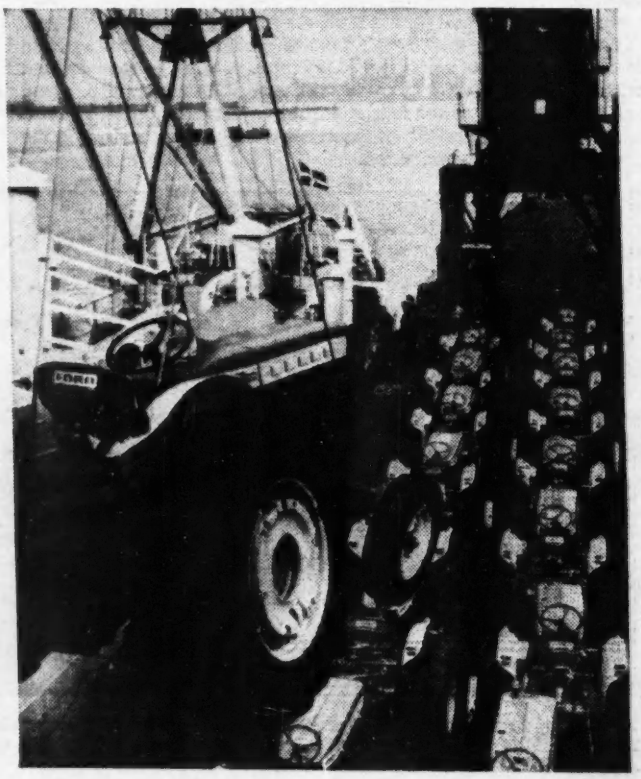
maintains the position of principal supplier of goods in this sector. Her share in the market in 1967 was a massive 55·8 per cent; our own was disappointing. While imports from Germany increased by nearly one-third and her share in the market rose to 13·7 per cent, Britain's share slumped to a miserable 8·6 per cent as compared with 11·3 per cent in 1966. Perhaps the dock strike was partly responsible for this falling-off in our performance but it cannot be blamed entirely for our relatively poor showing in what could be a profitable market. Some of the reasons for our lack of success are dealt with later in this article. The following table gives a breakdown of our exports of machinery and transport equipment to Japan for the years 1966 and 1967.

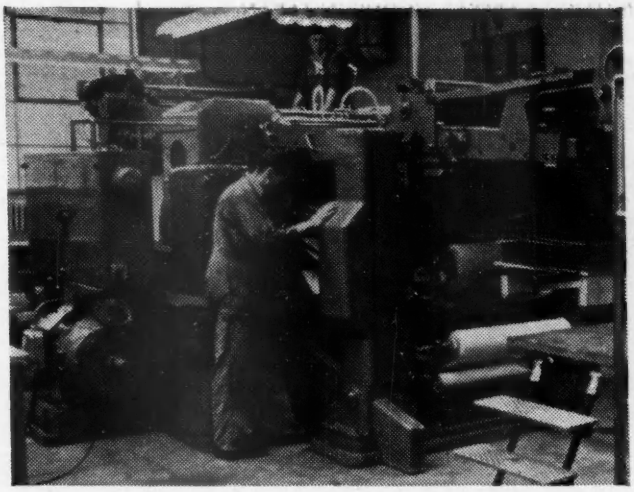
S.I.T.C. Division	Description	Value £'000	
		1966	1967
71	Machinery, other than electric	15,767	17,997
	Aircraft engines	3,342	3,700
	Agricultural machinery	387	410
	Agricultural tractors	1,763	2,201
	Office machinery	2,423	2,988
	Machine tools	353	357
	Textile machinery	824	1,766
72	Electrical machinery, apparatus and appliances	2,605	3,143
	Telecommunications apparatus	1,166	951
73	Transport equipment	4,730	4,920
	Cars	1,609	1,298
	Aircraft	966	1,621
Total Section 7	Machinery and transport equipment	23,102	26,061

Source: Overseas Trade Accounts of the United Kingdom.

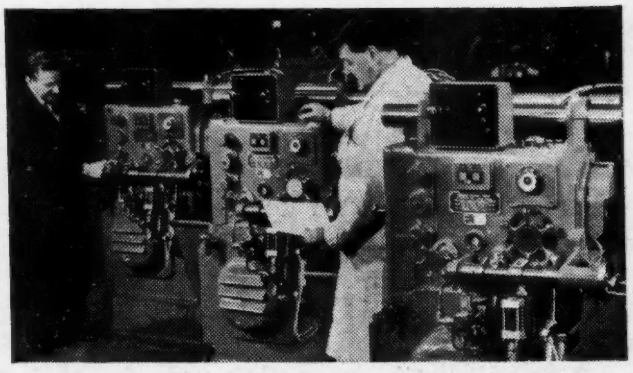
The very fact that Japan, with a population twice the size of our own and industrial production, in some sectors at least, considerably higher than ours, needs to import only about half as much machinery as we do, illustrates the relative degree of self-sufficiency in the supply of capital



Loading a consignment of Ford tractors for export to Japan.



A Mark 6 De La Rue banknote printing press of the type supplied to the Japanese Government Printing Bureau. Presses supplied to Japan were modified to suit the Printing Bureau requirements and were erected in Tokyo by DLR personnel.



Part of a line of fully-automatic tube-cutting machines being checked before despatch to the Tokico Co. of Tokyo from Brookes (Oldbury) Ltd., a Tube Investments company. The machines are fitted with fully automatic feed units which increase production by allowing random lengths of tube to be fed continuously, one following behind the other.

goods that she has attained. It is of course as difficult to sell ordinary run-of-the-mill machinery in Japan as in the world's other advanced industrial markets; the Japanese themselves produce (and, of course, export) very good machinery at a lower cost than they would have to pay for imports. What Japanese manufacturers want, however, are sophisticated and technologically advanced machines. These we produce in this country, but we are achieving only a very limited degree of success in selling them in Japan. The reasons for our poor record in Japan as compared with the United States and West Germany are not easy to pinpoint. Whilst it is true that the United States have built up a special relationship with Japan since the war, this cannot be said of Germany. British manufacturers have sometimes been criticized on the score of delivery dates and after-sales service, but we are by no means alone in this, and indeed our record in this respect is improving. The goods we have to offer are certainly not inferior either in technological or material quality to those offered by our rivals. But there are a number of reasons why British exporters are not taking the fullest advantage of the opportunities offered by the Japanese market.

(*Continued on page* 1843)

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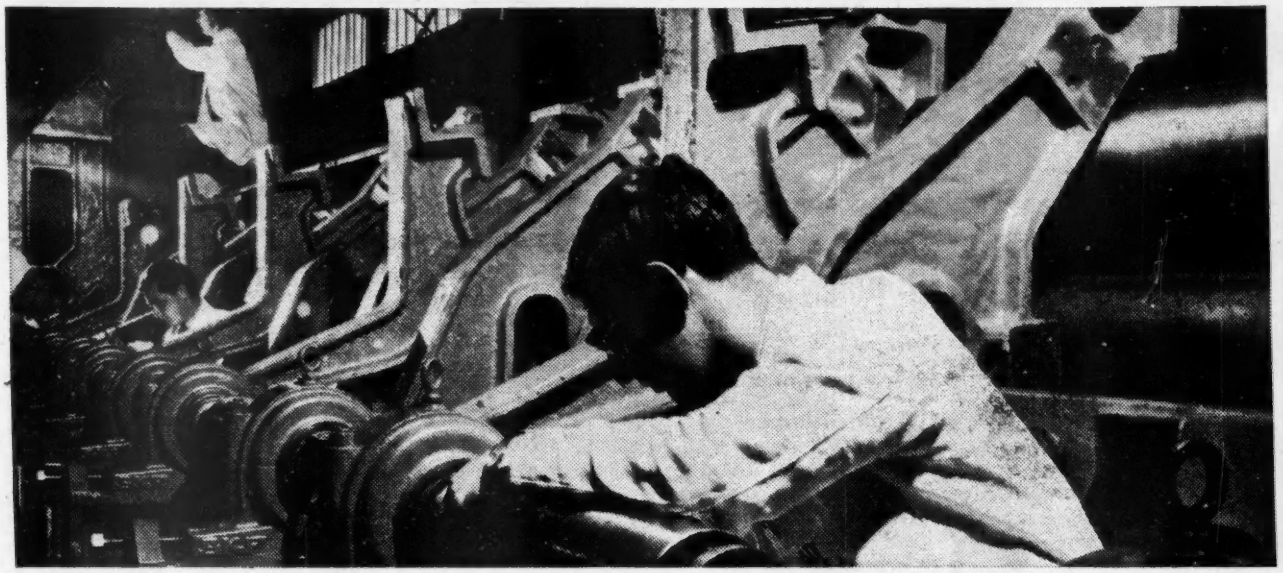

Textile machinery for Japan under construction at Wilson and Longbottom's factory at Barnsley. The firm won the Queen's Award for Industry for export achievements.

The first is a genuine and perhaps understandable ignorance among large sectors of the British public, not excluding manufacturers, of Japan, her economy, her people and the opportunities available there for trade. Japan, with its rapidly expanding economy offers opportunities that should not be missed. Any manufacturer who contemplates exporting to Japan and wants information on market prospects for his goods should immediately contact the Board of Trade. If the answer to his inquiries is not immediately available in London it will be obtained without delay from the British Embassy in Tokyo.

There has, in the past, been a certain amount of reluctance among British manufacturers to export to Japan. This reluctance, which has been based on the fear that the Japanese will copy anything novel in the exported goods, still exists, but while it might once have been justified this is no longer the case. The Japanese Government have shown in recent years that they are prepared to take the most vigorous action against any manufacturer found to be copying foreign designs or

(*Continued on page* 1845)

PREPARING FOR BRITISH WEEK IN TOKYO 1969

THE BRITISH WEEK in Tokyo to be held from September 26 to October 5, 1969, was the subject of a special supplement to the Board of Trade *Export Service Bulletin* of June 17.

The 156-page supplement, the largest to have been published by the *Bulletin*, contains 39 market assessments on groups of consumer goods together with an introductory article on selling in Japan prepared by the British Embassy in Tokyo.

The supplement is designed to help manufacturers to examine the potential of the Japanese market, to prepare or review their selling effort there and to plan a concerted attack to take advantage of the massive point-of-sale promotion provided by the holding of the British Week.

Copies of the supplement are being sent to *Bulletin* subscribers and all firms who have so far expressed interest in British Week. Copies are obtainable from Export Services Branch, Board of Trade, Hillgate House 35, Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058).

More than 1,000 British companies have expressed active interest in the British Week, which is being organized by the Board of Trade in conjunction with BNEC Committee for Asia. It will be the largest British consumer goods promotion ever staged in Japan.

A guide to the British Week Tokyo was recently issued by BNEC Asia to firms who had already expressed initial interest. Copies of the guide may be obtained from BNEC Asia, 6/14 Dean Farrer Street, London, S.W.1 (Tel. 01-930 3121).

The British Week office set up in Tokyo by the Board of Trade is enlisting the support and interest of department stores, supermarket and other chain stores, as well as individual shops, in mounting displays of British goods. A full programme of supporting events is also being arranged.

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While import restrictions on what is now only a relatively narrow range of capital goods, and Governmental restrictions on the length of credit Japanese importers are allowed to accept from foreign suppliers can have an inhibiting effect upon trade, it may be that the very existence of these restrictions is advanced as an excuse by some British exporters for their lack of effort. Japanese restrictions can, however, frequently be overcome if real efforts to understand and cope with the market are made by the British firm concerned.

One feature of the Japanese scene that is not always appreciated by British businessmen is that the 'hard sell' just does not work there. The exporter who hopes to do business as a result of a quick flying visit to Japan will invariably return home with an empty order book. One of the prime reasons for our poor performance in Japan is that British businessmen have not, on the whole, taken steps to cultivate the personal contacts with their Japanese opposite numbers which are so essential if business is to be done. It is significant that the Americans, pioneers of the 'hard sell' technique, have taken the trouble to adapt their sales methods to fit in more closely with the Japanese way of doing business. Their example has been followed by the Germans with notable success.

Another method of exporting

It was stated earlier in this article that a high rate of capital investment has been maintained in recent years in Japan. While we have been lagging behind our competitors in taking advantage of the opportunities this presents, in the sense that our *physical* exports have not come up to expectation, there is another method of exporting in which we could be doing much better. The Japanese have long been accustomed to acquiring much of their new technology through licensing agreements, and although they are themselves investing a great deal in research and development projects, the market for industrial technology is booming and the boom is likely to continue. The Japanese have concluded over 4,000 such agreements and new ones are being reached at the rate of some 50 per month. The British share in this business is very small. United States firms have been licensors in about 60 per cent of these agreements; the British share is about 5 per cent, well behind the Germans and Swiss. Japanese Governmental restrictions have been relaxed and it is the stated intention of the Japanese authorities to allow many to be approved by the Bank of Japan without the need for individual screening.

This short series of articles cannot give the exporter a complete picture of Japan, her economy and the opportunities and rewards that await the exporter who is ready to 'have a go' at it, but it can at least whet the appetite. If the reader is an exporter who thinks there may be a market in Japan for his goods, we at the Board of Trade may be able to help him. Why not get in touch?

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

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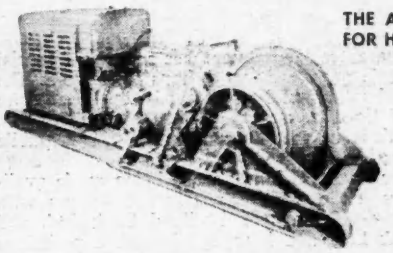

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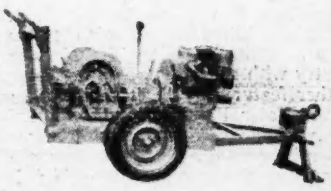

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Sir Antony Part visits Birmingham

SIR ANTONY PART, who was recently appointed Permanent Secretary, Board of Trade, visited Birmingham on June 19 to see the work of the Board of Trade regional office and staff at first hand and to meet Midland industrialists.

His tour included visits to the Cadbury and Lewis Woolf Griptight factories, discussions with senior Board of Trade staff and heads of other departmental regional offices and dinner with the Birmingham Chamber of Commerce.

Birmingham mission to Rumania makes 'major impact'

MR. G. FRANK COLE, president of the Birmingham Chamber of Commerce and Industry and leader of the Chamber's mission to Rumania last week, returned to Birmingham for a meeting which he chaired on June 14 between Mr. Harold Wilson, the Prime Minister, and senior representatives of the Chamber. Mr. Cole took the opportunity to tell the Prime Minister something of the 'major impact' which the mission had achieved in Rumania.

Speaking in Birmingham on June 17, Mr. Cole said that it was clear that there were going to be considerable opportunities for British companies in the years ahead given the high rate of growth which Rumania seemed certain to achieve. The British companies likely to be most successful were those which, on the one hand, were ready to devote a great deal of effort now to establishing close, technical relationships with Rumanian users, industrial Ministries and buying corporations, and, on the other, were willing to adopt a flexible approach to proposals for co-operation which might enable the Rumanians to minimize their transitional problems arising from the shortage of convertible currency.

Mr. Cole said that the Birmingham Chamber was planning a large-scale commercial and technical mission from Rumania to the United Kingdom as a follow-up to the British Industrial Exhibition this autumn.

Consideration of mergers by the BoT

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed merger to the Monopolies Commission under the provisions of that Act:

The General Electric Company Ltd., and Walsall Conduits Group Ltd.

ECGD backs £5¾m. contract for Zambia

THE EXPORT CREDITS Guarantee Department has signed a financial guarantee covering the sale of railway workshops to Zambia. The contract, worth approximately £5.8 million, is between John Howard & Co. Ltd., of London, and the Ministry of Transport, Power and Communications of the Government of the Republic of Zambia.

The loan, which is for about £4.2 million, is being made available by Lazard Brothers & Co. Ltd., acting in conjunction with Barclays Bank Ltd., Lloyds Bank Ltd., Midland Bank Ltd. and National Provincial Bank Ltd., and is repayable over a period of 10 years.

Effective use of value engineering

THE GROWING importance of value engineering as a management tool is the subject of the main article in the June issue of *New Technology*. The article, by Mr. L. R. Beesly, Mintech's Director-General of Aircraft Production, traces the growth of value engineering since its inception 21 years ago and illustrates its value to industry with examples of improvements and saving.

Other features in the issue include an appreciation of the work of the Water Pollution Research Laboratory and an article on improving the performance of process heat equipment.

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How Government aids reshaping of British industry

—Mr. Wedgwood Benn

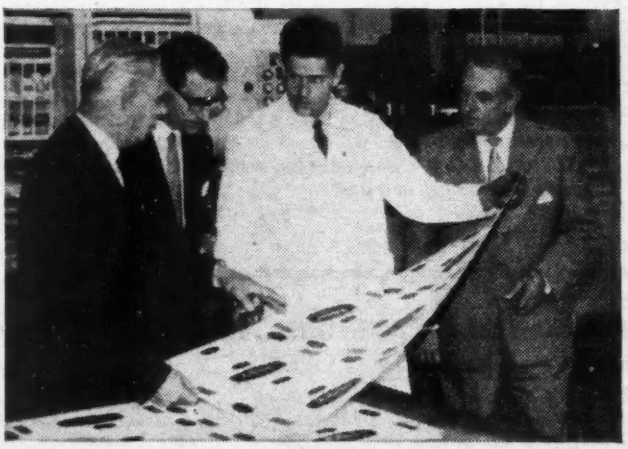
SPEAKING IN DENMARK on June 12 on the need to develop European technological co-operation, Mr. Anthony Wedgwood Benn, Minister of Technology, said that our approach stemmed directly from our own experience in handling the same problems at home.

'The Ministry of Technology, in fact, concentrated much of its efforts on the structural problems of British industry, in order to help the really competitive companies to evolve and become large enough to pay for and handle more of their own research and to do more systematic and comprehensive marketing under better and more professional management,' the Minister said.

'This is why the British Government set up the Industrial Reorganization Corporation with access to £150 million of public money: this is why it set up the Shipbuilding Industry Board to reorganize British shipbuilding: this is why we have just decided to invest £17 million in research and development and equity participation in a powerful combination of British computer and telecommunications firms to become International Computers Ltd. This is why we are making over £6 million available for Government pre-production orders for the advanced machine tools and £5 million to develop electronics.

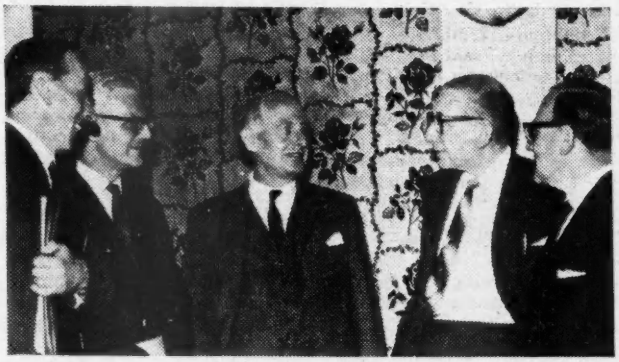
'With Government help and encouragement British industry is re-shaping itself rapidly and the orders are beginning to flow in. Rolls-Royce and Bristol Siddeley – now combined into one of the largest aero engine companies in the world – has won the massive air-bus engine order from America that could bring in millions of pounds' worth of foreign currency in the 1970s. The new British Leyland, composed of BMH and Leyland, is immensely more strong than a simple addition of the resources of the two companies would suggest. GEC, now that it has taken over AEI, can look forward to a rapid increase in productivity and will benefit from a more massive technological capability, combining marketing and management on a related scale.

'All this encourages us to believe that the techniques we have evolved are along the right lines. I assure you it has not been an easy policy to follow. Our new industrial priorities force painful choices on us. We have applied the most rigid criteria of long-term profitability to the projects that come up to us for appraisal.'



Mr. P. Hunt (second from left), Regional Controller of the Board of Trade's London and South Eastern Region, visiting J. Dring Ltd., the Portsmouth group of packaging and printing companies. Mr. Hunt is seen here with Mr. R. P. Ogle (left), managing director of J. Dring Ltd., and Mr. Dennis Matthews (right) of the Board of Trade, examining an outer from a production run of a major export item for the Rothman Group. The colour printing plant in the background is a four-colour Roland machine which, with its complementary cutting and creasing machinery is ideally suitable for high-quality work where extreme accuracy is demanded. Many of Dring's clients are leading exporters and up to 40 per cent of their printed cartons are already exported directly or indirectly, but they are anxious to increase direct exports considerably.

GOVERNMENT AID FOR SMALL FIRMS



Board of Trade Ministers introduced a pilot scheme of grants to small firms in the Glasgow and Bristol areas towards the cost of employing consultants or other expert advisers on June 11. Picturesshow (left): Lord Brown, Minister of State, Board of Trade, talking to (left to right): Mr. I. J. Macbeth, Regional Controller, Board of Trade, South West Region; Mr. W. D. Scott, Regional Controller, Department of Employment and Productivity; Mr. F. G. Cashman, Consultancy Grants Officer, Board of Trade, Bristol; and Mr. F. Baird, Deputy Controller, Board of Trade, Bristol, following a conference in Bristol. Right: Mr. Edmund Dell, Minister of State, Board of Trade, in Glasgow with Mr. A. R. Miller, chairman of the Industrial Committee of the Scottish Economic Planning Council and chairman of Motherwell Bridge (Holdings) Ltd. The scheme was announced in Parliament on June 11 by Mr. Anthony Crosland, President of the Board of Trade.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 5.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.16	Butoxycarbonylmethyl butyl phthalate	n-Butoxy carbonyl methyl n butyl phthalate	December 31, 1968	13178
29.35	Pancuronium bromide	2β, 16β-dipiperidimo-5α-androstane - 3α, 17β - diol diacetate dimethobromide	December 31, 1968	13175

Note: Amendment of definition.—Interested parties will wish to note that an application has been received to amend the temporary exemption definition of beryllium metal windows for x-ray tubes (90.20) to the following:

Beryllium metal windows of a thickness less than 0.004 inch for x-ray tubes. Any representations should reach Tariff Division at the above address by July 5.

Disclosure of information about imports

CONSIDERATION IS BEING given under Section 3 of the Finance Act, 1967, to the disclosure of information relating to the import of the following goods:

1968 Statistical Classification for Imported Goods	Description
	Mechanical engineering and machine tools:
	(1) *Metal cutting machine tools:*
715 68	Other metal cutting machine tools.
	(2) *Metal forming machine tools:*
715 74	Forging and swaging.
715 76	Hydraulic extrusion presses.
715 78	Other hydraulic presses.
715 80	Mechanical and pneumatic presses.
	(3) *Paper making, etc., machinery:*
718 03	Bag and envelope making machinery.
718 04	Cardboard box and carton making machinery.
718 05	Book trimming and cutting machinery.
718 07	Other.
	(4) *Printing and bookbinding machinery:*
718 09	Bookbinding machinery.
718 17	Magazine, cylinder, flatbed, etc., presses.
718 19	Other presses.
	(5) *Food machinery:*
718 25	Chocolate machinery.
718 26	Sugar confectionery machinery.
718 30	Other food machinery.
	Mechanical engineering and machine tools:
	(6) *Centrifuges, etc.:*
718 96	Other centrifuges.
718 97	Filtering and purifying machinery and apparatus.
	(7) *Packaging machinery:*
719 50	Can casing and filling machines, etc.
719 56	Chocolate and confectionery wrapping machines.
719 58	Other filling and packing machines.
	(8) *Plastic-working machinery:*
719 80	Injection moulding machines.
719 81	Blow moulding machines.
719 82	Extrusion machines.
719 83	Compression and transfer presses.
719 84	Other plastic-working machinery.

The Government are consulting the Association of British Chambers of Commerce on this proposal; and the Association will take into account any views received from importers by July 12, 1968. The address of the Association is: Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (01-248 3718).**

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The Southern Rhodesia (United Nations Sanctions) Order 1968

THE COMMONWEALTH OFFICE announced on June 10 that the Southern Rhodesia (United Nations Sanctions) Order, 1968, was made on June 7 and was laid before both Houses of Parliament on June 10. It became operative on June 14.

The purpose of this Order is to give effect to the Resolution adopted by the Security Council of the United Nations on May 29, 1968, deciding that certain measures should be taken in respect of Southern Rhodesia. At the same time the Order revokes certain earlier Orders made in respect of Southern Rhodesia, and, in so far as the provisions of those Orders are not covered by the recent Resolution of the Security Council, re-enacts those provisions. The Order operates as part of the law of the United Kingdom and, in certain respects, also as part of the law of Southern Rhodesia itself.

Article 1 restricts the importation into the United Kingdom of goods that have been exported from Southern Rhodesia since the commencement of the Order. This prohibition is so framed that it has effect as an enactment relating to customs with the result that it attracts all the enforcement machinery and ancillary provisions of the Customs and Excise Act, 1952. The Article is in substance a repetition of Article 1 of the Southern Rhodesia (Prohibited Trade and Dealings) Order, 1966, except that it applies to all goods and not merely to certain specified goods.

Article 2, which operates as part of the law of Southern Rhodesia as well as of the United Kingdom, restricts the exportation of goods from Southern Rhodesia and certain ancillary transactions. Paragraph (3) restricts dealings in such goods that have been exported in contravention of the Order. Again, this Article is in substance a repetition of Article 2 of the Southern Rhodesia (Prohibited Trade and Dealings) Order, 1966.

Article 3 restricts the exportation of goods from the United Kingdom to Southern Rhodesia. Like Article 1, this Article is so framed as to attract the enforcement machinery of the Customs and Excise Act, 1952. Again, it is in substance a repetition of Article 3 of the Order of 1966.

Article 4 restricts the supply or delivery of goods to Southern Rhodesia and certain ancillary transactions and Article 5 restricts the importation of goods into Southern Rhodesia. These Articles operate as part of the law of Rhodesia as well as of the United Kingdom. Again, they are both substantially repetitions of the corresponding Articles in the Order of 1966:

Article 6 prohibits the carriage by British ships or aircraft (and also by ships or aircraft chartered by United Kingdom nationals) or by land transport vehicles within the United Kingdom of goods which have been exported from or are being supplied to Southern Rhodesia in contravention of the Order. For the most part this is a repetition of Article 7 of the Order of 1966, but the reference to chartered ships and aircraft and to land transport vehicles is new.

Article 7 restricts the use or operation of undertakings in Southern Rhodesia for the manufacture or assembly of aircraft or motor vehicles and imposes restrictions on certain transactions concerning such undertakings which might enable the main provisions of the Article to be evaded or disregarded. The Article, which operates as part of the law of Southern Rhodesia as well as of the United Kingdom, is in substance a repetition of Article 6 of the Order of 1966.

Article 8 confers certain powers on 'authorized officers', that is to say, naval and military officers, customs officers, consular officers and Board of Trade officials, to investigate ships that are suspected of being involved in the carriage of goods, contrary to this Order, to or from Southern Rhodesia. In the case of ships suspected of being involved in the carriage of goods to Rhodesia contrary to the Order, authorized officers are given the power to divert and detain ships for investigation or to forbid them to land the cargo in question. Similar powers of investigation are conferred on the Board of Trade in respect of aircraft which are suspected of being involved in a contravention of the Order. Again, this Article is in substance a repetition of the corresponding provision in the Order of 1966.

Article 9 is substantially a repetition of the Southern Rhodesia (Prohibited Trade and Dealings) (Amendment) Order, 1967. It confers certain powers on the Secretary of State for the purpose of preventing or restricting the transfer of the ownership of certain property overseas where such transfer might lead to a contravention or evasion of the Order.

Article 10 restricts the operation to or from Southern Rhodesia of aircraft that are British registered, aircraft that are operated by

British companies and aircraft that are chartered by British nationals. The Article operates as part of the law of Southern Rhodesia as well as of the United Kingdom.

Article 11 restricts the making or carrying out of certain agreements providing for co-operation between Rhodesian air transport undertakings and other British air transport undertakings.

Article 12 provides for the imposition of restrictions on the entry into the United Kingdom of certain persons. The Article operates by attracting the relevant provisions of the Commonwealth Immigrants Act, 1962 (as amended), and empowers an immigration officer, acting under that Act, to refuse entry to a person to whom the Article applies or to admit him subject to conditions. A person to whom the Article applies who commits an offence against the Act by breaking the conditions upon which he was admitted or by evading the immigration control machinery set up by the Act may, if convicted, be deported, but only upon the recommendation of a court. The persons to whom the Article applies are:

(a) Commonwealth citizens who hold Southern Rhodesian passports and who are subject to control under the Commonwealth Immigrants Act, 1962 (but excluding persons who are citizens of the United Kingdom and Colonies), and
(b) Commonwealth citizens, resident in Southern Rhodesia, who are suspected of being active supporters of the illegal regime in that country or sanctions-breakers.

Article 13 restricts activities, including the publication of advertisements, etc., designed to promote emigration to Southern Rhodesia.

Article 14 and Schedule 1 confer certain powers on the Secretary of State, the Board of Trade and the Commissioners of Customs and Excise to obtain evidence and information for the purposes of securing compliance with or detecting evasion of the Order.

Article 15 deals with penalties and proceedings for offences against the Order, and Article 16 deals with the discharge of the functions conferred by the Order on the Minister (which term is defined in Article 17 as meaning the Secretary of State, the Board of Trade and the Minister of Power). The discharge of the functions of the Commissioners of Customs and Excise is covered by the provisions of the Customs and Excise Act, 1962.

Article 17 contains interpretative provisions. Article 18 revokes the earlier Orders that are now superseded by this Order and contains certain transitional provisions. Article 19 deals with the citation and commencement of the Order and with its extension to Southern Rhodesia.

NOTE: *The above Order was rejected by a vote in the House of Lords on June 18. The Order remains in force until July 8. Meanwhile the Government will, naturally, take steps to keep law consistent with our international obligations.*

Director-designate for Institute of Export

MR. A. J. DAY, editor of *Export Management and Exporters' Year Book* for the past 22 years, has been appointed director-designate of the Institute of Export which he joins on July 1. He will be succeeding Mr. Alfred J. Townsend, who is retiring after many years of service to British exports.

Kennedy Round Tariff Reductions

YUGOSLAVIA should be added to the countries listed at page 1712 of the *Board of Trade Journal* of June 7 as commencing the implementation of their Kennedy Round tariff concessions on July 1, 1968.

BIM conference on planning for decimal currency

PLANNING FOR decimal currency in 1971 was discussed at a conference organized by the British Institute of Management in London on June 5. Subject areas discussed included planning for easily convertible prices, the conversion of internal records prior to the changeover date and staff training.

The use of critical path analysis in planning, co-ordinating and controlling the operations involved in the changeover to decimal currency was also examined. Reference was made to the need for detailed long-range planning as seen in the light of problems experienced in Australia and New Zealand.

New printing ink factory for Cumbernauld

FISHBURN Printing Ink Company's expansion programme includes a new factory being built at Cumbernauld, Scotland. Situated centrally between the Firths of Clyde and Forth 10 miles from Glasgow on the Ward Park East industrial estate, the facilities will be housed in a single-storey block designed specifically for ink manufacture.

New £2 million plant in Monmouthshire

A £2 MILLION manufacturing and warehouse facility for Johnson & Johnson (Great Britain) Ltd. was opened in Monmouthshire on June 12 by Mr. George Thomas, the Secretary of State for Wales. This new facility, when fully operative, will provide a variety of new career opportunities for over 500 men and women and will eventually be capable of employing 2,500 people.

Situated at Pontllanfraith, the new plant at present covers 140,000 sq. ft. with a future capacity to expand to 750,000 sq. ft., and is part of a planned expansion to meet the growing demand for the company's products in the fields of surgical dressings, baby and medical products, pharmaceuticals, industrial tapes, textile manufacturing, feminine hygiene products and other medical and industrial fields. Johnson & Johnson now operates 91 plants in six continents and sells its products to 120 nations.

Bewax Products Ltd. have co-operated in the setting up of Italy's first permanent exhibition centre for industrial floor maintenance materials and equipment. The centre, in Corso Italia, Milan, has been established by Splendor Service SAS (Bewax's Italian agents) to promote higher standards of industrial floor maintenance. Splendor staff will undergo training at Bewax's Bognor Regis factory. Picture shows Sig. G. Jalongo, managing director of Splendor addressing Italian industrialists at the opening of the new centre.

The Bahamas' Minister of Works to visit the UK

MR. C. T. MAYNARD, the Bahamas' Minister of Works, and Mr. C. G. Cooper, Deputy Director of Works, are to visit the United Kingdom from June 23 to July 4 at the invitation of Mr. Anthony Crosland, President of the Board of Trade.

Mrs. Gwyneth Dunwoody, Parliamentary Secretary of the Board of Trade, will be host at a reception in honour of the Bahamas' Minister on June 24. The Minister and accompanying official will be taken on tours of Crawley Hospital, Gatwick Airport, Southampton Docks and the Post Office Tower and modern post offices. They will also be visiting a number of firms with interests in the Bahamas.

South African hosiery and knitwear buyers visit Britain

THE BRITISH Hosiery and Knitwear Export Group, through the British National Export Council, is sponsoring an inward mission of South African knitwear buyers from June 17 to 24. The group of buyers is part of a large mission of South African businessmen brought to the United Kingdom by the Johannesburg Chamber of Commerce.

The Export Group sees this as a first-class opportunity for British knitwear manufacturers to offer their merchandise to buyers representing retail outlets throughout South Africa and in a position to place orders. Some 42 British knitwear manufacturers have decided to participate in the project.

The visitors are interested in all categories of knitwear with the exception of underwear and will be buying for winter with delivery in December/January.

Berne Union annual meeting

AT THE invitation of the Trade Indemnity Company and the Export Credits Guarantee Department, the 25th annual general meeting of the Union d'Assureurs des Crédits Internationaux (Berne Union) was held in London on June 4 to 9 under the chairmanship of its president, Sir Anthony Percival, secretary of the Export Credits Guarantee Department.

The meeting was attended by delegates from 19 countries and by observers from the International Bank for Reconstruction and Development and the Interamerican Development Bank, and also, for the first time, by an observer from the International Monetary Fund. This reflects the increasingly close relationship between the Berne Union and the international financial institutions.

In addition to the discussion of the technical aspects of cover for export credits, the Berne Union agreed upon certain steps designed to arrest the tendency for the terms of some credits to exceed those customary in international trade.

Delegates attended a banquet at the Mercers' Hall, held in honour of the 50th anniversary of the Trade Indemnity Company, in the presence of Lord Brown, Minister of State, Board of Trade, and representatives of insurance, banking and commerce. (See last week's *Journal*, page 1785.)

The meeting elected Mr. G. Schröder, general manager of the Hermes Kreditversicherungs AG of Hamburg, as president, and Dr. H. Haschek of the Osterreichische Kontrollbank AG of Vienna, as vice-president for the coming year.

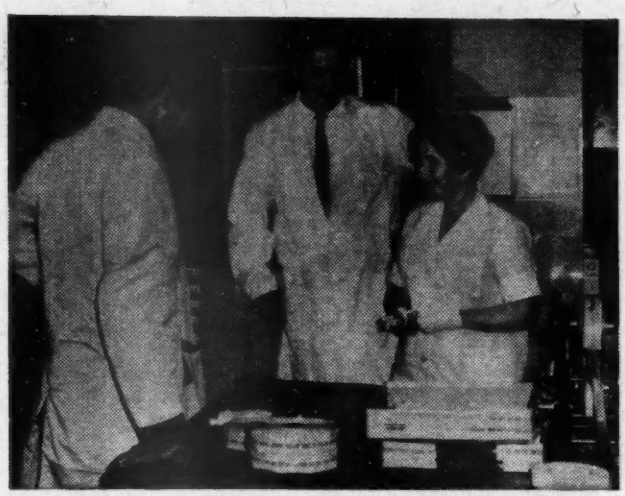
Mr. George Thomas, Secretary of State for Wales, receiving a presentation from 'Miss Wales' (20-year-old Denise Page) of some of the products made by Johnson and Johnson Ltd. at their new £2 million manufacturing plant at Pontllanfraith, Mon. The occasion was the opening of the new plant, which will eventually employ 2,500 local people.

HE Dr. Enrique Blair, Minister of Agriculture for Colombia, at the controls of a Howard Rotavator Gem diesel model when he visited the Howard factory at West Horndon, Essex, recently. With him are Mr. I. Lumsden, British adviser to the Colombian Caja Agraria, a Government-sponsored agricultural organization, and the chairman of Howard Rotavator Co. Ltd., Mr. E. N. Griffith.

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May, 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge to all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Mr. G. Wilcock, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).



Dr. Omar M. Muntasser, the Libyan Ambassador in London, visited the Harrow factory of Kodak Limited recently to see production of photographic film and paper. It was his first visit to a British photographic company since his appointment to London in 1964. Dr. Muntasser expressed a wish to visit Kodak following the appointment this year of Arkco-Libya as new distributors for Kodak products in that country. Dr. Muntasser on the left, talks to Miss Kathy Dooley, an operator in the Film Finishing Department, as she stamps emulsion details on to boxes of X-ray materials. Alan Coates, of the Film Emulsion Department, stands between them.

Mr. Ivan A. Ganichev (right), deputy chairman of Gosstroi, the Russian equivalent of the Ministry of Public Building and Works, touring the Product Application Research Department of Formica Limited during a visit to this country to study British methods of industrialized building. Mr. Ganichev's visit was sponsored by the Ministry of Technology in conjunction with the CBI under a recent technological exchange agreement. Mr. Ganichev is seen with Mr. Gilbert Lamb (centre), managing director of Formica Limited and Mr. John Jaggs, controller of product application research, standing beside a prototype industrialized bathroom unit.

Silk and man-made fibre users' mission to North America

AN EXPORT MISSION to the United States and Canada organized by the Silk and Man-Made Fibre Users' Association and sponsored by the British National Export Council, left London Airport on June 16 under the leadership of Mr. R. M. Robinson, M. Makower & Co. Ltd.

The mission will spend a week in New York and then go on to Montreal and Toronto. The British Consulate-General in New York and the British Government Office in Montreal have been making extensive inquiries in trade circles in their areas and will introduce members of the mission to suitable business contacts on arrival.

Plastics industry mission to USSR

FOURTEEN MEMBERS of the British Plastics Federation left London on June 17 on a 10-day visit to the USSR during which they will visit various research institutions for plastics, chemical and plastics factories in Moscow, Leningrad and Kiev.

Led by Mr. H. J. Spencer-Palmer, marketing manager for sheet products of Imperial Chemical Industries Ltd., Plastics Division, the mission which is sponsored by the British Plastics Federation and the British National Export Council, will have the opportunity of discussing all aspects of the plastics industry with many experts in the Russian field.

The mission invited by the State Committee of the USSR Council of Ministers for Science and Technology is the third stage in the commercial exchange between the plastics industries of the USSR and the United Kingdom and follows a British mission to Russia in February 1966 and a return visit by a Soviet mission in June 1967.

Statistics issued by the Russo-British Chamber of Commerce in London show that the British plastics industry continues to play an important part in British trade with Russia. Exports of plastics materials and machinery and equipment to Russia in 1967 totalled approximately £2,400,000 of which plastics materials, regenerated cellulose and artificial resins were valued at £1,475,618. Textile machinery for extruding man-made fibres and parts and accessories for such machinery totalled approximately £750,000 whilst plastics working machinery exports valued at £125,000.

These figures were very much below the figure of some £5,500,000 for 1966, but that year, in which the last trade mission took place, was a special year for British exports to Russia in the plastics field as large orders for complete plants were placed with British firms.

The mission returns on June 28.

Manchester mission to Mexico

THE LATIN AMERICAN and West Indies section of Manchester Chamber of Commerce sent a mission to Mexico on June 14. It will return on June 29.

'There is tremendous scope for our export to Mexico,' says Mr. G. H. Bissenden, of Romiley, Cheshire, area manager in Manchester for the Bank of London and South America, chairman of the Latin America and West Indies section, who will lead the mission. 'Mexico has enjoyed a long period of political stability and economic strength. Her financial position is prosperous, and there are great opportunities for us to sell capital goods, machinery, and industrial equipment. If we push harder we can undoubtedly win for ourselves a larger slice of the Mexican import market. Our share at the moment is only about 4 per cent. And devaluation will also help us to sell more.'

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Aviation and Shipping

United Kingdom/Malawi air services agreement

REPRESENTATIVES OF THE aeronautical authorities of Malawi and the United Kingdom met in London from June 6-10. Agreement was reached on the text of a bilateral air services agreement between the two countries which was initialled at the end of the talks and which will be signed shortly.

BoT marine examiners address students

BOARD OF TRADE examiners in radar, marine engineering, and of competency of masters and mates have made their annual reports.

Ferrymasters Ltd., of Felixstowe, Suffolk, have recently completed shipment of seven large diesel engines to Gulf Oil Terminals (Ireland) Ltd. The engines, some weighing over 20 tons, were manufactured by Davey Paxman and Co. Ltd., Colchester, for use with pumps and alternators at Gulf Oil's new crude oil storage transshipment terminal at Bantry Bay, County Cork. Ferrymasters low loaders were used to transport the engines from door to door without trans-shipment.

Plessey 3100 NC systems, fitted to Marwin machining centres, being installed at BAC Filton for Concorde production. Numerical control systems for use on Concorde production are being delivered by the Plessey Automation Group to Marwin Machine Tools Limited as part of a contract for a number of Plessey BR 3100 systems which will be used on Marwin's Maxemill range of machine tools and machining centres. Some systems will be used by the British Aircraft Corporation for the production of Concorde air frames whereas others will be used in the Royal Ordnance Factory, Nottingham, and at the Hawker-Siddeley Works, Kingston.

Mr. R. H. Jones, Chief Examiner of Engineers (Marine), spoke on June 13 to the Association of Marine Engineering Schools and gave information about the results of examinations held during 1967 for Board of Trade certificates in respect of competency as marine engineers, comparing the figures with those of the previous year. On June 14 Mr. J. R. Webster, Board of Trade examiner, addressed the annual general meeting of the Association of Marine Radio Colleges at Dublin. He spoke in particular of the new examination system introduced at the beginning of the current term and of the new radar maintenance syllabus to be introduced on January 1 next year. On June 20 Captain A. C. Manson, principal examiner of masters and mates, Board of Trade, addressed the annual general meeting of the Association of Navigation Schools at Hull.

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries. Other Parliamentary Answers are given on page 1854.

TUESDAY, JUNE 11

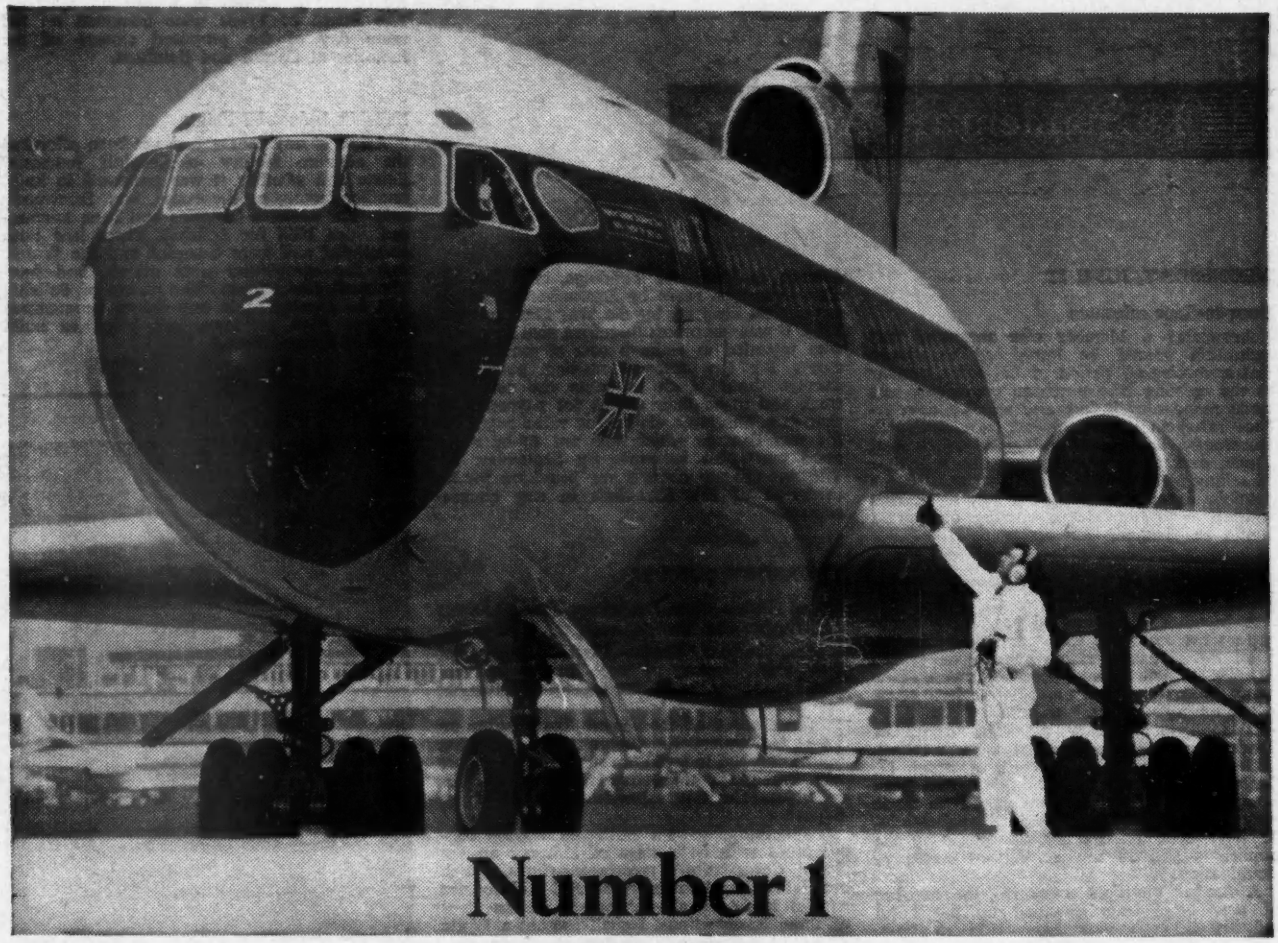
The President was asked what consultation he had with local authorities before agreeing to the large transfer of oil between Shell tankers off Lyme Regis on May 29; whether he had authorized further discharges at this point; and what consideration he had given to the harmful effect of any oil leakage which would affect the beaches along this coast. In reply M. J. P. W. Mallalieu, Minister of State, Board of Trade, said that the operation took place off Tor Bay on May 30 and 31 and the results were satisfactory. He had been kept fully informed but he saw no need to consult local authorities. 'I shall keep in close touch with the progress of similar operations around our coasts and I shall consult local authorities if necessary.'

WEDNESDAY, JUNE 12

Ships in the Suez Canal

'I understand that loss of earnings may amount to about half a million pounds,' said Mr. Mallalieu, asked to estimate the accumulated loss of earnings incurred by the four British ships being detained in the Suez Canal for the past 12 months.

A further inquiry, on whether the ships currently detained in the Suez Canal were insured partially or completely in London, Mr. Edmund Dell, Minister of State, Board of Trade, said the insurance against war risk perils in respect of the hulls of the four British vessels was underwritten entirely in the United Kingdom; the sum involved was £4½ million. The liability of British insurers in respect of the hulls of the remaining vessels was estimated at £7 million.



Number 1 goes Trident Two

To explain.

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BEA No.1 in Europe

Built by Hawker Siddeley-powered by Rolls-Royce

Parliamentary Answers

WEDNESDAY, JUNE 12

Door-to-door salesmen

Answering a Member who suggested that legislation should be introduced to ensure that a cooling-off period of 48 hours, similar to the existing hire purchase provisions, was made mandatory before any sale by door-to-door salesmen was concluded, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said the publicity given to this type of selling had forewarned many people of the possible dangers and she did not think that legislation to provide a cooling off period would be justified.

Hotel loans scheme

A Member who inquired how many applications for assistance were received under the hotel loans scheme which expired on March 31, 1968; how many were approved; how many were taken up; and what sum those taken up represented, was told by Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, that 139 applications were received. Sixteen loans had been offered, of which 11, for amounts totalling £1.7 million, had been accepted. A further 2 offers would be made very shortly. Of the remaining applications, 71 have been rejected or withdrawn by the applicants and 50 are at various stages of examination.

A further question concerned the number of new hotel beds provided by the hotel industry in each year from 1953 to 1967, inclusive; and what estimate had been made of the effect of the Government's proposals for grants and loans to hotels on the number of hotel beds which would be provided in future years. Mr. Mallalieu said, 'No reliable information is available on the number of new hotel beds provided in past years; the number of beds to be provided in future years will depend on the nature and timing of investment decisions and on the industry's response to the Government's proposed incentives.'

Industrial development certificates

A Member asked to what extent, in considering the issue of industrial development certificates during the last 12 months to Rolls Royce, the President of the Board of Trade had satisfied himself on the question of the future developments within the company in the light of Rolls Royce's subsequent decision to close their factories at Bentham and Cardiff, thus putting about 900 people out of work. Mr. Mallalieu said Rolls Royce told the Board of Trade of their decision to close their Bentham and Cardiff factories just before they made their public announcement. 'I am satisfied that the industrial development certificates issued to the company in the last 12 months were not for projects which could reasonably have been undertaken at Bentham or Cardiff,' said Mr. Mallalieu.

War damage claims

Mr. Roy Jenkins, Chancellor of the Exchequer, in a statement concerning the final date for claim for payments in respect of war damage to land and buildings, said that all claims must be made by September 30, which is the time limit set by the War Damage Act, 1964. It was important therefore, that claimants who intended to claim a cost of works payments for the cost of making good war damage should both complete the necessary work and make their claims for payments by that date. Similarly, claims for value payments for war damage which was not to be made good must also be made by September 30. The Act did not contain any provision for an extension of this time-limit in any circumstances.

THURSDAY, JUNE 13

Royal Commission Report on Trade Unions and Employers Associations

Mrs. Barbara Castle, First Secretary of State and Secretary of State for Employment and Production, made the following statement in Parliament:

'The Report of the Royal Commission on Trade Unions and Employers' Associations has been published today. I am sure that the House will want me to thank Lord Donovan and his colleagues for this valuable and constructive Report.

'I am initiating as a matter of urgency consultations with both sides of industry on the Royal Commission's recommendations, which are detailed and far-reaching and will require careful study by all concerned. In the light of these consultations, I shall present a White Paper setting out the Government's proposals.'

(Subsequent discussion on the report is given in Hansard cols. 449-453).

The report (Cmnd 3623) is obtainable from HMSO or through any bookseller, price £1 net.

Cement process for producing alumina

A question was asked on the extent to which studies are being made into the possibilities of employing in the United Kingdom the cement process for producing alumina by which cost reductions of up to 25 per cent may be gained. Mr. Dell answered that aluminium interests in this country had considered this process and were continuing to study its comparative costs in the light of quantities and prices of cement and alumina available from other sources.

FRIDAY, JUNE 14

Double taxation relief

The debate on double taxation relief was reported in *Hansard* (cols. 613 to 622).

MONDAY, JUNE 17

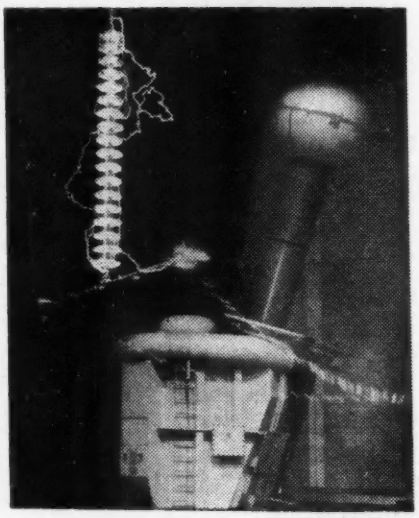
Bristol factory of Rolls-Royce

A Member asked when the industrial development certificate for extension to the Bristol factory of Rolls-Royce was granted; and whether the President had been already informed of the proposed closure of the Rolls-Royce factories at Cardiff and Bentham when that certificate was sought by the company.

Mrs. Dunwoody said an industrial development certificate was issued to a subsidiary of Rolls-Royce for a project in Bristol on May 24. The Board of Trade were informed on the same day of the proposed closure of the factories at Cardiff and Bentham.

Bellshill Industrial Estate

Asked if any tenant had yet been allocated the advance factory in Bellshill Industrial Estate and whether it was proposed to build another factory on the estate, Mrs. Dunwoody said four advance factories had been announced since 1964 for Bellshill. Three had been completed and were occupied and the fourth, due for completion next month, had been allocated. She added: 'The claims of Bellshill will be considered in any future programme, but we have no immediate plans to build another factory there.'



Pilkington Bros. Ltd. have won one of its biggest export orders for glass insulators. Under a contract secured against severe competition, nearly 500,000 insulators worth £½ million will be supplied to Turkey for power transmission lines from the Keban dam now under construction on the River Firat. It is the first order placed with Pilkington by Etibank General Management, Turkey's national power supply organization. Pilkington attach considerable significance to the order as Turkey is second in Europe only to Norway in its potential for hydro-electric power schemes. The country is, in fact, planning to construct over 200 hydro-electric plants which will generate 55,000 GWh of energy. Picture shows flash-over tests to determine electrical characteristics.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the 'EFTA Bulletin', the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

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New Books

The Institutions of the European Community, by Richard Mayne. European Series No. 8. (82 pages. Chatham House. 7s. 6d.). The author, Dr. Richard Mayne, a former official of the Common Market Commission and assistant to Jean Monnet, surveys the origins, development, operations, and future prospects of the Common Market's institutional machinery. This institutional machinery can only remotely be likened to the federal government of an embryo United States of Europe, although it may later develop in that direction. Making the institutions more democratic and more efficient in particular, would involve in making them more federal. The study describes in detail the disputes that have developed between the Common Market's institutions and General de Gaulle, including the 'constitutional crisis' of 1965, when France virtually boycotted the Community for seven months. These periodic crises, it concludes, 'have hindered the development of its institutions but have demonstrated their power of survival and their ability to contain the apparently destructive forces of nationalism'. At the same time the study makes a number of sharp criticisms of the Common Market's present institutions. Some of the chief criticisms cover the discrepancies between the Community's powers in dealing with different subjects and the lack of a joint procedure for enforcing decisions. All these defects call for reform, the study argues. British membership of the Community may provide an opportunity to bring such reforms about. An extensive bibliography is included.

Atlantic Harmonization: Making Free Trade Work, by Hans Liesner. (72 pages. The Atlantic Trade Study, Moor House, London Wall, London EC2. 7s.). This analysis is the fifth completed for the Atlantic Trade Study. The first, *The Free Trade Area Option,* by Maxwell Stamp Associates, appeared last November. Subsequent ones have been: *After the Kennedy Round,* by Professor Gerald Curzon and Mrs. Victoria Curzon, of Geneva University; *The Third World Challenge,* by David Wall of Sussex University, and *Dollar-Sterling Collaboration,* by Sir Roy Harrod of Oxford. The present publication examines the implications of the formation of a free trade area scheme in the Atlantic area for the national policies of the participating countries. It outlines some of the basic issues raised by differences in national policies and institutions, and identifies a number of areas of national policy where the question of harmonization is likely to be encountered.

Econtel Research Ltd. Factual Series. (Econtel Research Ltd., 181 Queen Victoria Street, London EC4. Each booklet costs 21s.). The purpose of this series is to publish information that will be useful in making comparative investment appraisals and in judging share-price evaluations. Each booklet contains data on up to 641 individual British companies, and 20 investment and overseas companies, together with figures relating to particular industries, for the 1955-60 and 1960-65 business cycles. Number 1 in the series, **Rates of Profit in British Industry** (1967. 16 pages), shows the average rate of profit, as a percentage, for 661 companies and for 96 industry groups. Number 2, **Growth of Profits in British Industry** (1967. 16 pages) gives details for the same companies and industries, and was reviewed in the *Board of Trade Journal,* 3 November 1967, page 1104. Number 3, **Risk Factors in British Industry** (1967. 16 pages) provides an estimated risk factor for the 96 industries, as an aid in applying investment appraisal techniques which require a factual measure of risk. Also shown are estimates of market 'errors' for 595 companies, i.e. a percentage figure of the extent to which the stock market was wrong in its valuation of 1955-60, in the light of the earnings growth actually achieved during 1960-65. The individual companies for which details are given in each booklet include all the British 'giant' companies – those earning over £10 million per annum for their shareholders after a 40 per cent corporation tax – and the fourth booklet in the series. **Giants in British Industry** (1968. 16 pages) gives details of the profits of these companies, and compares their performance with the nationalised industries. The fifth booklet, **British Management League Tables,** shows the 'management contribution to growth' during the 1960-65 cycle for the 661 companies, arranged in ranking order within their industries. 'Management' is used here in the stock market sense, meaning the ability to make profits grow. Also shown are the changes in selling prices and profit margins for each industry for the 1955-60 and 1960-65 cycles.

Accounting for the Financial Analyst, by J. A. Mauriello. (148 pages. Richard D. Irwin, Homewood, Illinois, USA. £1 10s.). This monograph has been prepared by Professor Mauriello to assist the Institute of Chartered Financial Analysts in its examination programme for financial analysts leading to the award of the professional designation, Chartered Financial Analyst (C.F.A.). The main objectives of the monograph are to emphasize the postulates, principles, concepts, limitations of accounting information available to the analyst, and to suggest various applications of this information.

Industrial Marketing, Management and Controls, by L. A. Williams. (265 pages. Longmans. £3 3s.). The marketing of industrial products has attracted an increasing amount of attention in recent years, and in this book the author applies to it the increasingly sophisticated approach which has already been devoted to the marketing of consumer goods. His thesis is that the most urgent need of management is the retention of control – control in this sense meaning the use of a reliable, readily understood and sensitive system of information and standards as a basis for the management decisions that have to be taken. After setting forth the principles of industrial marketing, he shows how such methods as multiple regression analysis for forecasting, market price elasticity, operational accounting, and bid strategy and tactics may be brought to bear. These methods of marketing analysis, and the techniques of resource appraisal and resource analysis, form the basis for the integration of marketing with other functions in industry, and the provision of a system of management control. Not the least valuable part of the book is that containing two extended case studies from the author's practical experience in industry; these deal with the market for computers in manufacturing industry and the market for transformers in Canada.

The Business of Capitalism: A Selection of Unconventional Essays on Economic Problems of the 1960's, by Harold Wincott. (179 pages. Institute of Economic Affairs. £2). These articles which originally appeared in the author's weekly columns in the *Financial Times,* cover some of the most important economic events, crises, and trends of recent times. The author's commentaries have been arranged in seperate sections devoted to aspects of financial and business affairs such as productivity, investment, taxation and the role of government. Although the articles originated in response to current events, their consistency and informed analysis give them permanent value. This book is of particular interest due to the continuing debate on Britain's economic future. It will be of interest to young readers uncommitted to any fashionable economic doctrine, as well as to all those who are interested in the current economic scene.

The Law and Practice of Employment – Part 1: A Practical Guide and Handbook, by A. H. Boulton. The Chartered Institute of Secretaries Administrators Handbook Series No. 1. (49 pages. Chartered Institute of Secretaries. 12s. 6d.) is the first of three handbooks, which together act as a concise guide to the law relating to employment. They are designed to contain in a practical and convenient form the basic information likely to be required by the company secretary or other administrative executive in industry, commerce or the public sector.

Charting the British Economy, by Barbara Marlow. (173 pages. Longmans, in association with The Institute of Economic Affairs. 17s. 6d.). The rapid increase in the amount of statistical information available on the British economy has emphasized the need for the compilation of efficient interpretative material. The Institute of Economic Affairs has recognised this requirement and designed a publication which collects statistical data on some 70 or more main economic indicators or sectors of the economy, and presents them in the graphic form of charts that also indicate significant relationships. The book therefore consists primarily of charts accompanied by text explaining their sources, significance and limitations; and is divided into six parts covering population, manpower, unemployment; national income and expenditure; production and investment; prices, wages and labour relations; home finance; and overseas trade and the balance of payments. The charts show figures which are mainly totals (or averages) of many individual quantities, that is they are mostly macro-economic. The author, a statistical consultant, has compiled the charts and drafts of the texts. Mr. Graham Hill and Mr. George Polanyi revised the texts and since the book is intended for beginners in economics, the latter also wrote a valuable chapter on the 'Use and Abuse of Economic Statistics'. A short bibliography is also included.

Other Publications

BRITISH WOOL TEXTILE EXPORTS 1967-68: ANNUAL REPORT OF THE EXPORT GROUP OF THE NATIONAL WOOL TEXTILE EXECUTIVE AND THE NATIONAL WOOL TEXTILE EXPORT CORPORATION. 51 pages. Available free from the Wool Textile Industry Press Office, Lloyds Bank Chambers, Hustlergate, Bradford 1.

DENMARK: OECD ECONOMIC SURVEYS. 46 pages. Available from HMSO and other Government bookshops. 5s. 6d., by post 5s. 11d.

GROW YOUR OWN SALES STAFF – 21 GOLDEN RULES: A GUIDE TO THE SELECTION AND TRAINING OF SALES STAFF IN THE SMALLER SHOP. Economic Development Committee for the Distributive Trades. 43 pages. Available from HMSO and other Government bookshops. 10s., by post 10s. 7d.

INDUSTRIAL MANAGEMENT AND THE NEXT TWO YEARS. 16 pages. Available from the Confederation of British Industry, 21 Tothill Street, London SW1. 4s.

INSTANT BUSINESS LETTERS, by Mary Bosticco. 198 pages. Available from Business Books Ltd., Mercury House, Waterloo Road, London SE1. £3 5s.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
June 27 .	Technical and Miscellaneous Stores . .	Royal Scots Drill Hall, East Claremont Street, Edinburgh.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)

Machine tools including lathes; hydraulic power press; bench drills; planing, finishing, welding, polishing machines; Fordson diesel alternating sets; full tracked Caterpillar D8; 10-ton Albion truck; 4-ton Neal/Leyland crane; Dyson pontoon trailer; plant and equipment; water storage tanks; wireless and electrical equipment; aircraft spares; mixed ferrous scrap; galvanized wire; concrete mixers; steel racking; clothing including jackets, jumpers, raincoats, stockings, gloves, etc.; textiles including sheets, blankets, kitbags and webbing; canvas, woollen and cotton rags; furniture and miscellaneous general stores.

July 4 .	Miscellaneous Equipment and Stores . .	Command Ordnance Sub Depot, Reed Hall, Colchester.	Fenn, Wright & Co. Ltd. (Dept. L), 146 High Street, Colchester. (Tel. 7371.)

O. & M. 300-watt charging sets; Petters Universal 8 b.h.p. petrol engines; Fellows 5-ton stationary hand-operated winches; Trewhella 5-ton hand winches; 3-ton chain lifting tackle, pulley and snatch blocks; gravity rollers; 1,260-watt charging sets; MT and wireless spares; telephone sets and cable; Avo meters and bridge tester; theodolites and levels; portable hand drills; tradesmens' tool kits; batteries; clasp knives; blankets; ankle boots; furniture including 6-ft. fold flat tables, etc.; bass and side drums; also 20,000 coloured blankets and 20,000 haversacks (G.S. Mk. 7).

June 9-10 .	Plant and Equipment and Miscellaneous Stores	The Lido Ballroom, Winchester, Hants. . .	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)

Steam hammer; steam rail gauge cranes; Hunslett 80 h.p. locomotive; pile rig and pile sheets; fuel carrying trailers; 3½ kVA Coventry Climax trailer-mounted generating sets; hydraulic jacks; air compressors; various chain blocks and tackle (2- to 5-ton); machine tools; MT and wireless spares; electric motors; theodolites; levels; binoculars; wrist watches including a divers underwater wrist watch; hand tools and tool kits; 35 mm film strips, plates, developer, etc.; ammunition boxes of various sizes; large quantities of cutlery and cooking utensils; foam, hair and coir mattresses; a large quantity of white and coloured single blankets; furniture including arm chairs; tables; chests of drawers; settees; sideboards; tubular steel stacking chairs; carpets; rugs; curtains, etc.; web packs and haversacks; old webbing and tentage; clothing including BD blouses and trousers; greatcoats; denim and blue serge trousers; khaki and green drill shorts; vests; drawers; ankle boots, etc.

July 16-19 .	Earth Moving and Lifting Equipment, Vehicles	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)

Diamond 'T' 50-ton wheeled tractors; Marshall 10-12-ton road rollers; Barford '75' dumpers; Fowler full-tracked 'Challenger' tractors; Ferguson wheeled agricultural tractors; Fordson and David Brown industrial tractors; excavator trucks and crawlers; motorized graders; Daimler scout cars; tyres; heavy vehicle spares; trucks; trailers; cranes; mobile tankers; Land Rovers; limousines; saloons; estate cars, etc.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence Auction Sales to be held at EDINBURGH on June 27 and at WINCHESTER on July 9-10, 1968. They will be sold in sizes, most Lots not exceeding 200 pairs. Catalogues, price 1s. 0d. (postal order only) are available from the auctioneers.

EDINBURGH: Dixon & Wallace Ltd., Bank Buildings, Graham Square, Glasgow, E.1.

WINCHESTER: Richard Austin & Wyatt, 79 High Street, Fareham, Hants.

NISSEN HUTS

50 NISSEN HUTS, size 16 ft. x 36 ft. are to be sold, in single lots, at the Ministry of Defence Auction Sale to be held at COLCHESTER on July 4, 1968. Catalogues, price 1s. 0d. (postal order only) are available from the auctioneers, Fenn, Wright & Co., 146 High Street, Colchester, Essex.

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- P 4 Hosiery and Other Knitted Goods (Q)
- P 15 Lace (Q)
- P 14 Linen (Q)
- P 10 Elastic Goods and Narrow Fabrics (Q)
- P 62 Processed Man-Made Continuous Filament Yarn (M)
- P 72 Warp Knitted Fabrics (Q)
- P 73 Foam Backing, Foam Laminating and Fabric to Fabric Bonding (M)

Timber, Furniture, etc.
- P 24 Bedding (Q)
- P 36 Home-Grown Timber (M)
- P 37 Timber—Imported Softwood and Hardwood, and Plywood (M)
- P 38 Wood Chipboard (M)

Vehicles
- P 1 Cars and Commercial Vehicles (M)
- P 3 Industrial Trucks and Tractors (Q)
- P 52 Locomotives (M)
- P 2 Motor Cycles, Three Wheel Vehicles, Pedal Cycles and Parts (M)
- P 59 Perambulators, Bed Folders and Push Chairs (Q)
- P 53 Railway Carriages and Wagons (M)
- P 30 Trailers (M)
- P 42 Wheeled Tractors (M)

Other Products
- P 25 Brushes and Brooms (Q)
- P 40 Floor Coverings (Q)
- P 41 Leathercloth (Q)
- P 45 Pens and Pencils (Q)
- P 7 Rubber (M)
- P 43 Toys, Games and Sports /44 Equipment (Q)

(Titles published monthly are marked M and those published quarterly are marked Q)

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	155	148	126	..	160	130	170	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	163	183	163	+199	+129	+ 2	+ 6
1967	132 (1)	133	169	164	131	101	171	128	168	200	185	+ 96(1)	— 33	—33	+10
1966															
3rd quarter	131	134	162	157	127	100	164	135	166	182	169	+ 88	+ 80	+25	—15
4th quarter	133	132	163	158	127	99	163	133	160	186	168	— 4	+ 11	— 9	—24
1967															
1st quater	132	132	165	160	129	100	165	127	165	189	174	+ 37	— 8	—10	+14
2nd quarter	132	133	167	161	129	100	174	133	176	196	185	+ 46	+ 12	—12	+14
3rd quarter	133	133	170	165	132	102	172	125	166	204	189	— 22	— 18	—16	—20
4th quarter	132 (1)	136	172	168	134	104	172	125	164	207	194	+ 35(1)	— 18	+ 5	+ 2
1968															
1st quarter		137				106		118*	180*				—115*	+15*	+46
1967															
October		134				102									
November		135				104									
December		138				105									
1968															
January		136				104									
February		137				105									
March		138				107									
April		138*				102									

	ORDERS		PRICES AND COSTS				LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand (2)	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 11, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.			—		—	—	—				3,834	3,250	
1962	117	100	101·6	+4·2	103·0	120·6	136·3	432	156	24,193	121	120	+127
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+116
1964	162	124	107·0	+3·3	108·6	124·7	148·5	361	221	24,567	148	136	—402
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	—110
1966	153	105	116·5	+3·9	114·5	133·0	168·4	325	254	24,821	158	155	— 31
1967	143	114	119·4	+2·5	112·4	134·3	175·3	515	175		168	155	—514
1966													
3rd quarter	159	115	117·0	+3·7	114·6	133·8	169·8	322	253	24,892	161	157	— 52
4th quarter	153	105	117·9	+3·8	113·0	133·5	169·8	417	209	24,641	147	164	+141
1967													
1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 22
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—121
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 45
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·5	538	182		178	138	—370
1968													
1st quarter	141*	117*	122·1	+3·0	125·3*	139·2*	184·7	511	184		203	181	—134
1967													
October	145	106	119·7	+2·0	111·9	135·4	178·7	541	178		163	125	
November	145	109	120·4	+1·9	116·1	135·9	179·7	536	181		180	125	
December	143	114	121·2	+2·5	121·9	136·5	180·3	538	188		190	164	
1968													
January	143*	114*	121·6	+2·6	123·3	137·9	184·1	520	183		194	185	
February	142*	116*	122·2	+3·0	125·7	139·2	184·7	503	185		208	183	
March	141*	117*	122·6	+3·4	126·8	140·6	185·3	509	184		206	181	
April		120*	124·8	+4·4	123·4*	140·9*	185·5	535	180		203	180	
May					122·5*	140·9*		545	181		206*	178*	

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports. (2) Seasonally adjusted series replaces the unadjusted series.

United Kingdom trade in May

Exports

THE RECENT RUN of figures shows increasing evidence of a useful rise in the underlying rate of exports. This may now be running about 5 per cent above the first quarter and 15 per cent above the second and third quarters last year.

Exports in May were £483 million, seasonally adjusted. The total was affected by very low exports of diamonds (reflecting the timing of sales by the trade); the category of 'other manufactures', in which diamonds are an important item, was about £10 million lower than the average over recent months. Nevertheless, the May figure was close to that for April (revised upwards from £486 million to £488 million) and only a little below the first quarter average of £496 million. As arrears from the dock strikes probably added some £30 – £40 million a month to exports in the first quarter, it is likely that the rate of exports in the last two months may have been about 5 per cent up on the first quarter.

Over the three months March – May exports averaged £487 million, an increase of £62 million or 15 per cent compared with the rate in the second and third quarters last year before the dock strikes began to affect the figures. Higher prices probably accounted for about half this increase (the export unit value index, available up to April, shows a 7 per cent rise). But there was also a substantial rise in volume, of about 7 per cent over this period of some nine months, or approaching 10 per cent at an annual rate; this compares with a rise in volume of only about 3 per cent a year over the past decade.

Exports to the EEC countries and to the United States have continued at a high level in recent months. Shipments to the EEC countries in March – May averaged £95 million a month, 20 per cent higher than in the middle two quarters of 1967, and exports to the United States at £66 million a month, were 34 per cent higher. Exports to EFTA were high in May. Deliveries to the Soviet Union and Eastern Europe have increased strongly in recent months. Exports to the sterling area, at £146 million a month in March – May, were 9 per cent higher than in the second and third quarters last year.

Among the main commodity classes of exports, machinery averaged £137 million in March – May, 17 per cent more than in the middle quarters of last year. Exports of road motor vehicles have recovered in recent months after their decline during last year and in March – May averaged £53 million a month, 17 per cent above the level in the middle quarters, and 4 per cent above that in the first quarter of last year.

Table 1A
Seasonally adjusted values. £ million per month

	Exports f.o.b.	Imports c.i.f. Total	Imports c.i.f. Excluding US military aircraft,etc.	Re-exports f.o.b.	Visible trade balance†
1966	421	496		16	— 9
1967	419	537	533	15	— 46
1966 1st quarter	412	508		16	— 24
2nd quarter	397	492		16	— 34
3rd quarter	428	513		15	— 20
4th quarter	446	470	469	17	+ 43
1967 1st quarter	451	526	525	16	— 8
2nd quarter	428	530	525	15	— 38
3rd quarter	420	519	515	16	— 27
4th quarter	376	571	566	15	—111
1968 1st quarter	496	647	641	18	— 65
1967 December	450	611	605	17	— 65
1968 January	500	621	617	18	— 32‡
February	496	665	656	19	— 70‡
March	489	658	652	17	— 94‡
April	488‡	650‡	645	18	— 86*‡
May*	483	659	646	15	— 86*
1967/8 December-February	482	632	626	18	
1968 March-May*	487	656	648	17	— 89*

†Excluding transactions relating to US military aircraft financed by Exim bank credit (see Notes to Editors).
*Provisional estimates.
‡Revised estimates.

Table 1B
Recorded values. £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	459·8	469·6	17·4
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter	395·0	507·8	14·7
4th quarter	389·4	562·8	15·8
1968 1st quarter	501·2	664·2	18·8
April	491·3‡	646·8‡	18·7
May*	507·7	716·5	15·5

*Provisional estimates.
‡Revised estimates.

Export orders

Export orders have been showing an encouraging increase in recent months. In the engineering industry the inflow of export orders in the first quarter was a tenth higher in volume than the rate in the second half of last year and early indications for April suggest they may have been well maintained. Reports from the shipbuilding industry point to a large increase in export orders in the second quarter after over two years of very low figures. Export orders received in the steel industry and in the textiles and clothing industries have been substantially higher in the first four months of this year than the rate in the second half of last year. The rate of production of cars earmarked for export was 35 per cent higher in the three months February – April than in the first half of last year (and nearly two thirds higher than in the second half of last year) and there are indications that this high rate was maintained in May.

Imports

There are indications that imports have levelled out in recent months following the sharp rise after devaluation though it is too soon to take the lower figures in April and May as definite pointers to an easing back.

Imports in May were £646 million, seasonally adjusted and excluding United States military aircraft. This is virtually the same as the April figure (£645 million) in spite of a £7 million increase in imports of silver bullion. Although marginally higher than the rate for the first quarter as a whole, the last two months' figures are rather over 1 per cent by value below the average (£654 million) for the previous two months, and since there was a small further increase in the unit value index in April the decrease in volume is likely to have been slightly larger.

Imports of silver bullion averaged nearly £10 million a month in the first quarter (compared with £3 million a month in 1967) but were up to £15½ million in May. For the most part these imports reflect non-resident transactions in the London market – some of the increased stocks of silver in the market have already been sold to non-residents and are being held here on their account; and some represent spot purchases (which are being financed by overseas borrowing) to cover forward sales – also mainly to non-residents. These transactions will be reflected in exports at some future time and in the meantime will bring in significant invisible revenue in the form of commissions, profits and refining charges; their overall effect on the balance of payments – taking the visible, invisible and capital accounts together – is clearly favourable.

There was a fall of £6 million a month in imports of food, drink and tobacco in April – May compared with the first quarter, with each of the three components lower. Imports of both food and tobacco however remained high and past experience of the uneven movements in these two classes of imports suggests there could be a further decline.

There was also a reduction of £4 million a month in April – May compared with the first quarter in imports of finished manufactures. Within this category, imports of consumer goods fell by about £6 million a month but it is not clear whether these figures yet reflect the full effect of the curtailment of consumer spending since the Budget.

Imports of industrial materials were £5 million a month higher in April – May than in the first quarter; basic materials were £8 million a month higher but semi-manufactures were slightly lower, despite the further rise in silver bullion. Reduced arrivals of diamonds were one factor in the decrease. The reduction in consumers' expenditure after the Budget should tend to restrain the growth in imports of industrial materials for a time although in

due course the expected rise in total activity and a possible recovery in stockbuilding will increase demand for them again. Against this, the benefits of devaluation in encouraging import substitution, for which there is particular scope in semi-manufactures, is unlikely as yet to have begun to operate on any significant scale and should become an increasing influence.

Imports of fuels were £4 million a month higher in April – May than in the first quarter.

Visible trade balance

The visible trade deficit in May was £86 million (seasonally adjusted and excluding United States military aircraft), the same as the estimate for April which has been revised downwards. This represents some improvement on the underlying rate in the first quarter when account is taken of the arrears from the dock strikes and the other special influences mentioned above.

In addition to visible trade, the current account of the balance of payments includes net invisible earnings and these are generally in significant surplus. Over the years 1963-67 the surplus averaged some £150 million a year or £13 million a month. In the first quarter this year, partly reflecting the effects of devaluation, the surplus on invisibles, allowing for seasonal factors, rose to an annual rate of some £345 million, or nearly £30 million a month.

Notes

Visible Trade Balance

(a) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which insofar as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts.

Purchases of United States military aircraft

(b) The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in 'Economic Trends.'

General assessment of the economic situation*

(From the article on the economic situation to be published in *'Economic Trends'*, June 1968)

THE MAIN EFFECTS of devaluation and the Budget have yet to work through, particularly on the volume of imports, but export performance has been encouraging. The terms of trade have worsened against us as a result of devaluation, but the volume of imports has not yet fallen appreciably below the high level of the first quarter.

The recent run of figures shows increasing evidence of a rise in the underlying rate of exports, against a background of sharply expanding world production and trade. This is consistent with the forecast published in the Financial Statement in March. Although there are some indications of a levelling out in recent months, imports are still high, and remain at a rate well above that implied by the forecast. A substantial part of the increase in imports in the first quarter was linked to the pre-Budget increase in consumer spending, which now appears to have fallen off, and to some carry-over of the effects of the dock strikes. In addition, special factors, including heavy arrivals of silver, have swollen the import bill in the early months of the year.

Although the national income and expenditure estimates for the first quarter will not be available until next month, preliminary indications are that total output rose appreciably, and broadly in line with the March forecast. Total demand also rose significantly, and was probably at a higher level than forecast; this is certainly true of consumers' expenditure. These movements in imports and personal consumption, allied with the disappointing out-turn of the balance of payments as a whole in the first quarter, serve to underline the need for the severe Budget and for perseverance with present policies.

The upswing in consumers' expenditure from last autumn to the early spring has been a major feature of the situation. The volume of expenditure in the six months October 1967 to March 1968 is likely to have been about 4 per cent up on the immediately preceding six months. Since the Budget, however, expenditure on durables has fallen back sharply from the high level prevailing in the first quarter of 1968. New car sales showed a marked decline in April, and only partly recovered in May. On May 23 the Bank of England announced that it had made a request to the banks which entails a substantial further tightening in bank credit granted to persons.

With the sharp, post-Budget, increase in April, retail prices have now risen more (by over 4 per cent) since the pre-devaluation month of October than basic hourly wage rates (up about 3½ per cent). Up to this point wage rates had risen faster than retail prices.

In the three months to March, according to provisional estimates, industrial production as a whole was over 1 per cent higher than in the previous three months; manufacturing output was 1½ per cent higher, with cars and textiles in the lead.

Between April and May, there was a small further increase in unemployment; unfilled vacancies for adults remained about the same. Much of the fall and rise in the unemployment figures between December and May was attributable to short-term movements of unemployment in construction.

Industry's capital expenditure in total is provisionally estimated to have recovered in the first quarter of 1968 to about the same average quarterly rate as in 1967; within the total, however, investment by manufacturing industry was 7 per cent lower. It is also provisionally estimated that the volume of industry's stocks fell further in the first quarter, and by more than in the fourth quarter of last year; the fall was more than accounted for by a large fall in manufacturers' stocks and was partly offset by an increase in stocks held by wholesalers and retailers. The Board of Trade's latest survey of the investment intentions of manufacturers indicates that the increase in expenditure between 1967 and 1968 could be smaller than the 5 per cent previously expected; this is because the increased rate of spending may occur later than had been implied by the results of the inquiry conducted in November-December of last year.

The May figure for exports, at £483 million, was close to that for April, despite a fall in diamond exports, and only a little below the first quarter average. As arrears from the dock strike probably added some £30-£40 million a month to exports in the first quarter, the rate of exports in the last two months may have been about 5 per cent up on the first quarter. Imports in May (excluding United States military aircraft) were £646 million, virtually the same as in April. Although marginally higher than the rate for the first quarter as a whole, the last two months' figures are rather over 1 per cent by value below the average for the previous two months, and since there was a small further increase in the unit value index in April the decrease in volume is likely to have been slightly larger. The visible trade deficit in May was £86 million (excluding United States military aircraft), the same as the estimate for April, which has been revised downwards.

The deficit on current account was sharply reduced in the first quarter but there was also a considerable increase in the net outflow of long-term capital. The identified deficit on the combined current and long-term capital accounts fell to £282 million. The initial effect of devaluation has inevitably been to increase import prices and, to a smaller extent, export prices while the beneficial effects on the volume of trade can only appear after an interval but are expected to make themselves felt in the coming quarters.

Nervousness stemming mainly from developments abroad, particularly the situation in France, caused some pressure against sterling during May. The gold and convertible currency reserves fell by £11 million to £1,144 million. On June 5 the Government announced that it would draw from the IMF $1,400 million available under the stand-by arrangement made in November 1967.

The latest indicators confirm that there was a sharp upturn in world activity and trade in the latter part of 1967 and the beginning of 1968; this was especially true in the United States and Germany. Real output in the United States rose between the third quarter of 1967 and the first quarter of 1968 at an annual rate of nearly 6 per cent. In the six months to February the volume of industrial production in Germany was 6 per cent higher than in the previous six months; there were smaller increases in most other EEC countries. Reflecting the rise in activity, trade has also increased sharply and the imports of most major OECD countries have gone up in value. In the first quarter of 1968 total imports by OECD countries were about 8 per cent higher than in the third quarter of 1967. There was a similar increase in exports.

* Unless otherwise stated, this report is based on seasonally adjusted data.

Shipping movement at United Kingdom ports

Foreign and coasting trade movements during January, 1968

THE TOTAL net tonnage of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during January 1968 amounted to 14,470 thousand net tons; this was 1.7 per cent less than the tonnage for January 1967. Commonwealth vessels accounted for 6,071 thousand net tons. The net tonnage of foreign vessels entering and clearing with cargo in the first month of the year showed a decrease of 126 thousand net tons over the same month in 1967.

There was 7.9 per cent decrease in the total net tonnage of coasting trade arrivals and departures with cargo compared with January 1967.

Note: Net registered tons (nrt).

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the Untied Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

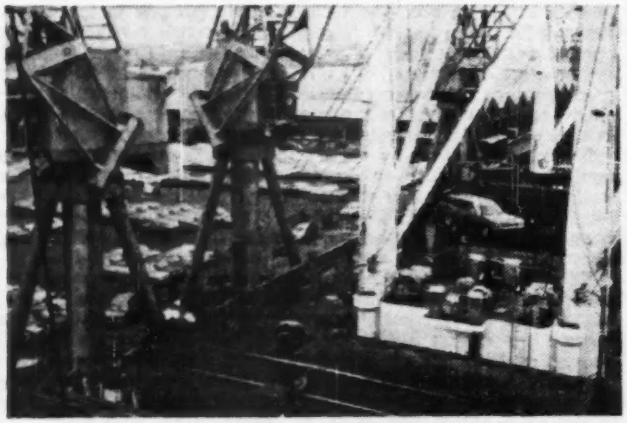
(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1. Shipping movements in the foreign trade at United Kingdom ports – January

		Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
			Thousand Net Tons					Thousand Net Tons			
			Entered					Cleared			
With cargo:	Month of January, 1967	5,597	9,756	3,634	215	5,907	4,568	4,967	2,204	145	2,618
	Month of January, 1968	5,952	9,655	3,660	125	5,870	4,489	4,815	2,193	93	2,529
In ballast:	Month of January, 1967	1,426	2,130	1,030	61	1,039	2,416	6,695	2,221	78	4,397
	Month of January 1968	1,107	1,672	746	43	883	2,473	5,908	1,814	47	4,047

(1) Includes Irish Republic and South Africa.



When the last of this consignment of 1,270 Vivas and Victors was swung aboard ss 'Ferder' at Cardiff Docks on June 6 Vauxhall Motors had shipped 10,000 cars to Canada in the past 100 days. Half this total has been sent in the 37 days since the beginning of May.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	January		Twelve months Ended December		January		Twelve months ended December	
	1967	1968	1967	1968	1967	1968	1967	1968
Nationality of vessels	Number of Vessels							
United Kingdom	1,599	1,636			1,328	1,367		
Other Commonwealth	131	127			136	114		
Foreign	3,867	4,189			3,104	3,008		
TOTAL	5,597	5,952			4,568	4,489		
Commonwealth (1)	Thousand net tons							
Registered in United Kingdom	3,634	3,660			2,204	2,193		
Registered in Canada	1	—			—	—		
Registered in other countries	214	125			145	93		
Soviet	140	95			21	20		
Finnish	80	100			33	43		
Swedish	388	459			175	223		
Norwegian	1,411	1,022			411	485		
Danish	202	282			194	217		
Polish	20	39			13	11		
German (Federal Republic)	408	506			252	300		
Dutch	560	771			447	371		
Belgian	160	212			154	126		
French	302	263			243	203		
Spanish	64	83			62	61		
Italian	175	140			13	27		
Yugoslav	34	11			9	12		
Greek	236	245			77	68		
United States of America	281	220			235	154		
Panamanian	147	160			32	60		
Liberian	1,030	955			69	77		
Other	270	307			180	71		
Total foreign	5,907	5,870			2,618	2,529		
TOTAL	9,756	9,655			4,967	4,815		
Trading areas:								
Irish Republic	336	313			354	321		
Northern Europe (Foreign)	2,414	3,002			2,080	2,026		
Europe (Atlantic) and Western Mediterranean Countries	1,015	1,312			620	782		
Central and Eastern Mediterranean Countries	1,165	900			197	156		
West and South Africa	704	387			266	201		
East Africa, Persian Gulf, India	1,809	1,650			204	229		
Eastern Asia and Islands in the Pacific	218	232			179	171		
Australasia	243	227			184	150		
North America (Atlantic Coast)	824	700			548	469		
West Indies and Central America (Atlantic Coast)	869	658			240	185		
South America (Atlantic Coast)	66	107			59	43		
South and Central America (Pacific Coast)	16	25			15	20		
North America (Pacific Coast)	70	130			18	50		
Other areas	7	12			2	11		
Total Commonwealth Countries (1)	2,543	2,009			1,089	954		
Total Foreign Countries	7,213	7,646			3,878	3,861		
TOTAL	9,756	9,655			4,967	4,815		

(*Continued on next page*)

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 - Telex Econ Plan 55472 - message to be prefixed For COI).

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SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3. (Central 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 - Telex 49327).

SHIPPING MOVEMENT AT UNITED KINGDOM PORTS, *continued*

Table 3. Foreign trade arrivals and departures at principal ports – January

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	292	324	161	302	334	167	66	51	46	335	323	130
Cardiff	154	136	63	198	161	79	56	41	35	156	152	71
Dover	362	458	389	640	609	506	331	439	335	616	615	500
*Felixstowe	—	134	170	—	138	178	—	118	147	—	138	174
Folkestone	40	46	35	41	50	38	40	43	33	42	51	38
Grimsby	295	307	212	338	328	231	106	116	100	348	298	228
*Harwich	480	611	281	489	619	290	453	391	251	490	400	256
Holyhead	125	116	113	127	116	114	119	121	116	123	122	119
Hull	431	430	393	465	475	430	226	249	264	475	454	405
Lancaster	30	3	6	31	4	11	1	3	7	45	4	10
Liverpool	1,132	1,034	397	1,400	1,199	459	568	421	263	1,367	1,272	444
London	2,940	2,645	1,294	3,608	3,140	1,471	1,302	1,086	727	3,228	2,717	1,430
Manchester	536	580	281	578	614	311	153	118	171	546	502	291
Middlesbrough	286	208	132	409	271	174	227	167	140	412	333	192
Milford Haven	791	428	27	856	541	62	147	269	36	873	780	67
New Haven	49	41	45	50	42	46	33	41	44	33	44	51
Newport	80	102	54	143	153	73	97	63	57	183	206	84
Plymouth	12	29	41	26	53	76	13	25	55	26	44	73
Port Talbot	85	74	45	93	80	63	18	15	35	93	74	61
Southampton	1,347	1,213	234	1,533	1,386	305	560	496	217	1,523	1,225	302
Swansea	80	76	35	204	166	113	191	155	138	244	193	146
Tyne Ports	180	176	121	273	253	142	117	77	65	261	223	122
Glasgow	468	291	118	512	333	129	169	146	64	329	302	119
Grangemouth	146	141	110	159	165	130	73	114	81	103	183	117
Greenock	10	172	17	72	185	24	1	—	2	57	146	23
Leith	60	55	103	62	55	104	33	21	54	55	44	84
Belfast	145	211	133	167	219	147	32	35	44	191	230	124
Other Ports	673	876	1,489	1,003	1,123	1,854	466	419	1,183	1,020	982	1,948
TOTAL	11,229	10,917	6,499	13,779	12,813	7,727	5,597	5,240	4,710	13,374	12,057	7,609

* 1967 tonnage figures for Harwich include those for Felixstowe.

Table 4. Coasting trade arrivals and departures at principal ports – January

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	172	122	83	197	146	243	73	67	195	199	167	298
Cardiff	49	38	54	104	74	154	34	20	92	93	66	152
Cowes	155	128	644	340	331	1,540	143	123	581	337	331	1,539
Hull	115	99	33	186	143	102	61	48	47	146	152	115
Immingham	94	53	12	182	125	69	63	79	39	91	108	56
Lancaster	117	79	84	137	100	148	115	97	146	124	102	148
Liverpool	176	283	230	284	376	406	180	238	291	359	427	444
London	670	599	464	901	775	710	226	213	248	889	793	679
Manchester	115	9	14	165	16	32	88	4	9	136	20	30
Middlesbrough	22	43	31	124	136	115	42	25	53	81	80	96
Milford Haven	31	30	16	335	216	113	396	255	125	415	271	134
Portsmouth	35	44	191	225	259	1,081	7	15	73	225	264	1,077
Preston	100	98	182	114	113	207	97	99	176	118	117	219
Southampton	225	236	672	510	505	923	436	393	829	518	474	946
Sunderland	21	12	15	149	140	127	113	109	96	143	128	114
Swansea	16	8	28	163	164	346	91	98	272	109	108	303
Tyne Ports	56	58	16	335	285	190	151	195	156	254	291	211
Ardrossan	66	71	131	70	75	145	44	55	123	61	73	138
Glasgow	88	55	76	142	82	94	80	50	64	124	70	100
Greenock	104	147	255	106	181	275	98	145	217	112	172	274
Stranraer	98	99	76	101	101	77	98	98	75	100	99	76
Belfast	550	522	631	580	541	670	470	444	464	583	605	708
Other Ports	1,050	941	2,192	1,711	1,550	3,406	825	778	1,325	1,691	1,482	3,339
TOTAL	4,126	3,774	6,130	7,161	6,434	11,173	3,934	3,648	5,696	6,908	6,402	11,196

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

Table 5. Shipping movements in the coasting trade at United Kingdom ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of January 1967	5,608	3,509	2,697	814	5,458	3,434	2,619	815
Month of January 1968	5,338	3,175	2,614	561	5,153	3,177	2,625	552
In ballast: Month of January 1967	5,092	3,001	2,226	776	5,156	2,816	2,149	668
Month of January 1968	4,990	2,637	2,116	521	5,149	2,541	2,023	518
Coasting Trade – United Kingdom								
With cargo: Month of January 1967	6,458	4,126	3,226	901	6,065	3,934	3,041	893
Month of January 1968	6,130	3,774	3,149	625	5,696	3,648	3,067	581
In ballast: Month of January 1967	5,171	3,035	2,247	788	5,489	2,976	2,282	695
Month of January 1968	5,043	2,660	2,127	533	5,500	2,754	2,196	558

(a) Commonwealth and Irish Republic.

Business Monitor: Production Series

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Cutlery for January-March 1968.

Index of industrial production for April

THE INDEX of industrial production for April 1968, seasonally adjusted, is estimated provisionally at 138 (1958 = 100) the same as the March figure (which has been revised upwards from 137). For manufacturing industry alone the April figure of 140 was also the same as the figure for March (revised upwards from 139).

For the three months February to April 1968 it is provisionally estimated that production as a whole was 1.0 per cent higher than in the preceding three months, November 1967 to January 1968; for manufacturing industries alone there was an increase of 1.3 per cent. Detailed tables will appear in next week's *Journal*.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878, Ext. 2653/6) and not to HMSO.*

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, June 14, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Sunday Thoughts Series 16:					
No. 10 Better Understanding	Br/E 33250	4	June 12	Rank Film Distributors Ltd.	Religious Films Ltd.
No. 11. Just the Reverse	Br/E 33251	3	June 12	" "	" "
No. 12. Blazing the Trail	Br/E 33252	3	June 12	" "	" "
Pathe Pictorial Series 703/715:					
Pathe Pictorial No. 703	Br/E 33257	8	June 13	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 704	Br/E 33258	8	June 13	" "	" "
Pathe Pictorial No. 705	Br/E 33259	8	June 13	" "	" "
Pathe News 68-47	Br/E 32939	7	June 14	" "	" "
Pathe News 68-48	Br/E 32940	9	June 14	" "	" "
Movietone News 2035	Br/E 32887	10	June 14	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2035A	Br/E 32888	8	June 14	" "	" "
FOREIGN					
L'Artiste Crea la Femme (The Artist Created Woman)	F 33249	17	June 12	Connoisseur Films Ltd.	Franfilmdis, Paris
How to Seduce a Playboy	F 33253	86	June 13	New Realm Pictures Ltd.	Michael-Pfleghar Film, Intercontinental Production, Vienna.
Go Away Stowaway	F 33254	7	June 13	Warner-Pathe Distributors Ltd.	Warner Bros.-Seven Arts Inc.
Merlin the Magic Mouse	F 33255	7	June 13	" "	" "
Fiesta Fiasco	F 33256	7	June 13	" "	" "
A Question of Rape	F 33260	82	June 14	Miracle Fims Ltd.	Sandrew Film, Stockholm and Parc Film, Paris

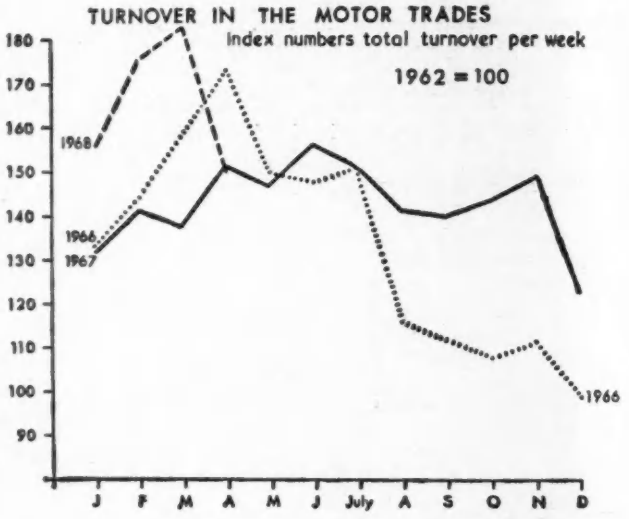
Amendment to the Register:
The playing time of the film 'Li'l Abner' (F 25456) registered on June 7, 1960, has been amended to 90 minutes.

Turnover of the motor trades in April

THE TOTAL TURNOVER of the motor trades in April, for the first time for several months, did not show a considerable increase over the comparable period of the previous year, being at about the same level as in April 1967.

Sales of new motor vehicles fell sharply from the level of the first quarter of 1968; they were 15 per cent less than in April 1967, in contrast with the increase of 41 per cent on year earlier shown in the first quarter. Sales of used vehicles in April were 4 per cent less than last year as against an increase of 27 per cent shown in the first quarter. The size of the fall in vehicle sales in April compared with earlier months is indicative of the reaction from the high level in the first quarter and for new vehicles may also partly reflect the depletion of dealers' stocks of certain models.

Sales of petrol, oil, accessories, spare parts and tyres together with receipts from servicing and repairs were 15 per cent higher in April than in the corresponding month last year. This increase, like that recorded last month, was substantially greater than those of recent months but, as in March, sales of specialist tyre dealers and accessory dealers showed a larger increase than other sectors of the motor trade, this reflects the demand for tyres and seat belts to meet the requirements of current legislation; the increase in the duty on petrol by fourpence per gallon introduced in the Budget has also contributed to the increase over last year.



Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total turnover (£2,979 million)	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	143	137	152	144	137	132	141	138	151	147	156	153	142	140	144	149	123
	1968	167(b)	172				156	176	183	150								
	1967	+7	−6	−3	+15	+30	−1	−2	−13	−12	−2	+4	+1	+22	+25	+33	+34	+24
	1968	+19(c)	+26				+18	+24	+33	−1								
Analysis of Turnover: Sales of new motor vehicles (£1,119 million)	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	145	145	159	139	138	139	150	145	161	156	161	151	136	133	143	156	120
	1968	188(b)	204				185	209	214	136								
	1967	+7	−16	−10	+24	+72	−10	−10	−25	−29	−2	+5	−7	+47	+53	+74	+77	+66
	1968	+26(c)	+41				+33	+39	+48	−15								
Sales of second hand motor vehicles (£568 million)	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	133	124	150	141	117	105	134	133	148	143	158	148	138	139	135	135	89
	1968	155(b)	158				125	174	173	142								
	1967	+12	−8	−2	+37	+38	−6	−3	−12	−6	−7	+7	+15	+47	+54	+52	+47	+17
	1968	+19(c)	+27				+19	+30	+31	−4								
All other sales and receipts (£1,292 million)	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	144	136	146	150	146	138	137	134	144	141	151	156	149	145	148	149	141
	1968	155(b)	151				144	147	160	165								
	1967	+5	+6	+4	+2	+6	+11	+8	+2	+9	Nil	+3	+4	+2	+2	+6	+6	+6
	1968	+12(c)	+11				+5	+8	+19	+15								

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by April, 1968, turnover was the four weeks from March 31, 1968 to April 27, 1968; the corresponding period in 1967 was from April 2, 1967 to April 29, 1967.
(b) Index numbers for period January to April, 1968.
(c) Percentage change for period January to April, 1968, compared with the corresponding period of 1967.

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Production in the cotton and wool textile industries

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in April was 3 per cent less than in April 1967. If the two months March and April are combined to eliminate the effect of the changing incidence of Easter, the volume of production was 7 per cent more than in the corresponding months of 1967.

Statistics issued by the Textile Council show that in the period January-April the amount of cloth woven was 2 per cent less than in the first four months of 1967. Production of single yarn was at about the same level and the amount of yarn doubled 3 per cent more.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (a)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (c)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yds.	
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1966	8·77	2·62	2·37	2·12	1·20	17·6	11·9
1967	7·38	2·40	2·08	2·02	1·51	14·3	10·2
1967 April	8·06	2·49	2·24	2·24	1·48	15·6	10·9
May*	7·86	2·53	2·16	2·13	1·37	14·5	10·6
June	5·80	2·08	1·71	1·69	1·50	14·4	10·3
July	6·28	1·95	1·85	1·96	1·21	8·6	7·5
August*	7·22	2·51	1·92	2·00	1·13	14·4	9·8
September	6·36	2·22	1·91	1·86	1·71	13·0	9·2
October	7·93	2·67	2·22	2·23	1·90	15·3	10·8
November*	7·96	2·73	2·26	2·15	1·78	15·3	10·9
December	6·86	2·43	1·92	1·93	1·99	13·3	9·4
1968 January*	7·49	2·74	2·09	2·18	1·81	14·8	10·9
February	7·81	2·87	2·23	2·29	2·33	15·3	11·4
March	7·95	2·93	2·28	2·32	2·40	15·3	11·6
April	7·07	2·62	2·12	2·15	2·15	13·9	10·4

(a) Spun in the cotton industry. (b) Including yarns wholly of cotton and of cotton waste cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste. (c) Deliveries. *Average of 5 weeks. †53-week period.

THE VOLUME of production in the wool textile industry in April was 9 per cent less than in April 1967. If the two months March and April are taken together, the volume of production was 4 per cent more compared with the same months of 1967.

Statistics issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of delivery of worsted yarn and woven fabrics (excluding blankets) were 3 per cent more and 5 per cent less respectively than in April 1967. The rate of production of wool and hair tops was marginally more and of man-made fibre tops 15 per cent more,

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (a)	Worsted yarn	Woven fabrics (excluding blankets) (b)		Blankets (a)
		Wool and hair	Man-made fibres			Woollen	Worsted	
Quarterly average	Million lb.					Million sq. yds.		
1963	114·5	76·0	10·5	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	14·2	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	14·3	80·4	56·9	43·8	36·9	8·2
1966	97·0	57·4	15·7	78·7	55·2	42·1	33·5	7·6
1967	90·0	50·8	15·2	76·1	49·4	40·8	32·8	7·2
1967 1st qtr.	94·5	56·4	14·4	77·1	50·5	39·1	35·2	7·0
2nd qtr.	96·7	55·6	15·8	80·1	51·7	42·6	33·4	5·6
3rd qtr.	76·6	43·0	14·0	65·7	44·0	39·5	28·3	6·8
4th qtr.	92·3	48·1	16·7	81·4	51·4	42·0	34·3	9·4
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
1967 Feb.	31·1	18·7	4·7	25·3	16·2	12·5	11·5	2·3
Mar.	31·5	18·5	4·7	25·9	16·5	12·9	11·7	2·0
April	31·6	18·0	5·1	26·7	16·7	12·5	10·8	1·8
1968 Feb.	33·5	18·6	6·1	27·7	17·6	12·8	11·7	2·9
Mar.	34·7	19·4	6·8	28·3	18·8	12·9	11·4	2·8
April	32·5	18·0	5·9	26·6	17·2	11·8	10·3	2·3

(a) Estimated. (b) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Orders in the textile and clothing industries

IN THE three months ending April the level of net new orders in the textile and clothing industries was 1 per cent less than in the three months ending January but 6 per cent more than the average for 1967. Deliveries were 3 per cent more in the three months to April than in the three previous months and 5 per cent more than the 1967 average. With net new orders exceeding deliveries, the order books lengthened further in April and at the end of the month were 5 per cent more than at the end of January.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries (a)

Index numbers of the volume of total orders and deliveries (b)

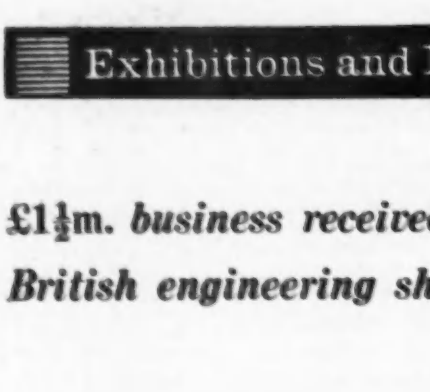
	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967	114		93		91	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1966 1st quarter	122	122	100	98	101	99
2nd quarter	127	124	102	100	97	99
3rd quarter	109	115	75	87	92	96
4th quarter	105	105	93	84	97	93
1967 1st quarter	104	104	89	90	90	91
2nd quarter	107	10[illegible]	93	88	90	89
3rd quarter	100	10[illegible]	81	94	88	91
4th quarter	114	114	109	100	96	93
1968 1st quarter*	117	117	99	97	96	96

	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1967 February	105	105	97	92	97	92
March	104	104	86	89	88	92
April	106	105	99	89	94	88
May	108	104	92	88	85	86
June	107	104	89	88	92	93
July	102	102	72	88	85	93
August	100	103	74	96	80	90
September	100	105	97	99	98	91
October	104	106	112	94	101	91
November	112	109	121	99	99	91
December	114	114	95	108	89	97
1968 January*	115	114	89	93	86	90
February*	116	116	101	96	99	93
March*	117	117	108	101	104	99
April*	121	120	102	101	91	95

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (b) At constant (average 1958) prices. *Provisional.

Exhibitions and Fairs

£1½m. *business received by UK firms at British engineering show in Copenhagen*



Mr. Anthony Crosland, President of the Board of Trade, tries out one of the exhibits on the Lansing Bagnall stand at the British Engineering Exhibition in Copenhagen.

BUSINESS WORTH a million and a half pounds was done at the British Engineering Exhibition in Copenhagen, from June 10-14. Further business in the pipeline as a result of the exhibition will be worth about £5 million over the next 12 months. This was the view of the joint organizers of the event, the British Mechanical Engineering Federation, British Electrical and Allied Manufacturers' Association and the London Chamber of Commerce, in conjunction with the Board of Trade under the joint venture scheme, following the closure of the show on June 15. There were 150 companies represented on the 120 stands at Copenhagen's Bella Centret.

It was reported that the target of 10,000 visitors during the five days had been exceeded. The visitors included HM King Frederik IX of Denmark. From Britain came Mr. Anthony Crosland, President of the Board of Trade, who opened the exhibition, and Mr. Anthony Wedgwood Benn, Minister of Technology.

The exhibition, the culmination of the British Trade Drive in Denmark, ran concurrently with a symposium as part of an engineering, nuclear and technology week.

Following a tour of the exhibition Mr. Crosland said: 'I am impressed not only by the quality and range of the exhibits but by the enthusiasm of the people who are here to sell. This is obviously going to be a hard-selling operation which will make its mark on our trade with Denmark. The exhibitors have set an example of drive and initiative which I hope many more British companies will follow.'

Commenting on the exhibition following its close, a Danish engineer, Mr. J. U. Magnus, head of Magnaat A.S. said: 'This show has done very much for British efforts in Denmark. At this exhibition I have seen machine tools which are every bit as good as the Swedish ones, and the British ones are cheaper. I forecast that a great many orders will be placed from Denmark.'

Comments made by British exhibitors ranged from satisfaction to delight. One exhibitor said: 'Our results have been the best that we have achieved at any exhibition anywhere in the world.'

One company to do considerable on-the-spot business at the exhibition was Lansing Bagnall Ltd., of Basingstoke. Orders worth about £60,000 were placed with the company for electrical industrial trucks and Mr. Ted Bravery, the company's overseas representative, said there were other orders 'in the pipeline' which would bring the total to well over £100,000.

Other orders announced at the exhibition included one for £57,000 by the Sperry Gyroscope Division of Sperry Rand Ltd., of Stonehouse, Glos., two orders worth a total of £20,000 by the Cincinnati Shaper Co. Ltd., of East Kilbride, Scotland, for a guillotine shear and an automatic cycle brake press and a £50,000 order for diesel engines by Davey, Paxman and Co. Ltd., of Colchester, for two supertankers to be built for Esso at Odense shipyard.

Two companies of the Elliott Machine Tool Group announced orders worth about £5,500. Frye Machine Tool Co. Ltd., of London sold a Nickols Sprint one-inch automatic capstan, and Gate Machinery Co., of London sold an Elgo precision optical jig boring machine. A £10,000 order was announced by F. E. Beaumont Ltd., of Warminster, Wilts., for three chimneys which will go to Bonn, Cologne and Hamburg.

The contents of its stand, worth about £8,000, was sold by Bisbell Engineering Ltd., of Lichfield, Staffs. Broom and Wade Ltd., of High Wycombe, announced £6,250 worth of orders for compressed air equipment, plus inquiries which could lead to another £9,000 worth of business.

Inter-Europe Export Publications Ltd., of London received a £15,000 order from one of Denmark's biggest technical publishing companies, Ivar Teknisk Litteratur. A further order worth £5,000 is expected from Sweden.

President at import-saving display

DURING a recent visit to Michael House, head office of Marks and Spencer, Mr. Anthony Crosland, President of the Board of Trade, was shown a small exhibition which demonstrates how, by redesigning their packaging, Marks and Spencer have been able to save foreign currency at the rate of £400,000 a year.

In recent months the company have carried out an analysis of all forms of packaging used in the organization, whether for transit, storage or presentation at the point of sale. As a result, many packs formerly made of imported carton board or cellulose film, or lined with imported kraft liner, have been redesigned with a view to reducing their imported content while retaining the functional efficiency of the pack. For example: simple redesigning of one box will save 150 tons per annum of imported carton board; the transport of ladies' dressing gowns from manufacturer to store in polythene sacks instead of fibre-board packing cases will save a further 500 tons; and the substitution of home-produced for foreign board (for the outer wrapping of cakes) another 270 tons. Where possible, foreign cellulose film has been replaced with British Polypropylene, while the use of returnable wire or plastic crates instead of fibre-board boxes for the transport of food will save 2,160 tons of imported board annually.

This has only been possible as a result of close co-operation with Marks and Spencer's suppliers and with the manufacturers and designers of packaging machinery. Mr. Crosland commented that he was greatly impressed with the exhibition, and with the scope which it reveals for action on the part of the distributive trades to replace imported packaging materials with British products.

National Exhibition Centre

IN AUGUST, 1967 it was announced by Mr Anthony Crosland, President of the Board of Trade, that following the decision that the Crystal Palace site was unsuitable for a National Exhibition Centre a committee under the chairmanship of Lord Brown, Minister of State, Board of Trade, had been established to study the problems of finding an exhibition centre.

The Committee, consisting of representatives of the Confederation of British Industry, the British National Export Council, the Association of British Chambers of Commerce, the Greater London Council and representatives of interested Government Departments have now drawn attention to a possible site in the London Borough of Hillingdon. The site (in the Northolt area) is in reasonable proximity to London Airport, has good rail connections and is suitable in other respects.

The next step is to solve the problem of finance as the Government cannot in the light of the general economic situation undertake on its own the considerable capital expenditure involved. Discussions are continuing between Board of Trade Ministers and non-Government bodies in an attempt to arrive at satisfactory financial arrangements.

Mr. Dell opens new Glass Technology Gallery

A NEW GALLERY devoted to glass technology, presented to the Science Museum by the British glass industry and users of its products, was opened on June 18, by Mr. Edmund Dell, Minister of State, Board of Trade.

The Gallery shows the development of the manufacture and applications of glass from the earliest times to the present day, with a glimpse into the future.

An elegant exhibition

THE ELEGANTLY DRESSED women with trans-atlantic accents ordering antique Irish cut-glass to be sent to the Ritz are not in the usual run of overseas buyers at exhibitions, but then the annual Antique Dealers Fair and Exhibition, although representing an industry which makes a substantial contribution to Britain's earnings abroad, is not the usual sort of exhibition. Collectors and connoisseurs from all over the world come to the luxurious surroundings of Grosvenor House during this June fortnight to examine and buy some of the rarest and most beautiful objects in the world. And the sun always seems to shine in Park Lane for them.

This year's collection is as fascinating and diverse as ever: a unique small carved wood and gilt 'tree' table attributed to Thomas Chippendale and discovered in the village of Otley in Yorkshire, where Chippendale was born exactly 250 years ago; a Chinese dagger with a horn handle and gold mounts inset with turquoises made for the Emperor Ch'ien Lung and with a blade inlaid in gold with the Emperor's name – the top hinges back to reveal slots for the Emperor's personal chopsticks. A pair of late 17th century ceremonial horses made in Asia and probably used in special processions can be obtained for £7,500, or there is a pair of Chinese cloisonné enamel elephants for sale at £2,850.

Grosvenor House itself is the perfect setting for this glittering display. The atmosphere is above all one of taste and discretion – many of the pieces carry no price label and the murmured bargaining among the thick carpets is almost inaudible. And apart from the sheer pleasure of owning a piece of history there is also the point that, with prices for antiques still continuing to rise every year, investment in the past can be highly profitable. For £9,000 you can buy a diamond spray made for Catherine the Great of Russia, or for £30,000 a set of four silver gilt salvers made in 1743. That rarities like these are finding eager buyers is obvious from the number of new exhibits which are brought in daily to replace the pieces which have been sold. Before the show opens at 11 a.m., the new pieces, every one of which must have been made before 1830, are carefully examined for authenticity.

Many of the exhibits are fascinating from a human or social viewpoint. Here is a piece of lace worn by Mary Queen of Scots the night before her execution, and here is a pair of pewter spoons, dated about 1694, from the original Greenwich Hospital Service, demonstrating that institutional cutlery hasn't changed very much in the last 300 years. The French prisoners from the Napoleonic Wars who were held captive for so many years in England whiled away their time by making those incredibly detailed man-of-war models of bone and wood, some of which seem to appear every year at the Fair.

In line with the keen interest which they have always taken in this event, the British Royal Family have again lent items from the Royal Collection, including this year an unusual helmet-shaped silver-gilt ewer made in 1690 and engraved with the Royal Crown and Cypher of William and Mary, lent by HM Queen Elizabeth the Queen Mother, who has been the Fair's patron since 1954.

The Antique Dealers Fair and Exhibition was officially opened by HRH The Duke of Kent on June 12 and will run until June 27. It is open from 11 a.m. to 7.30 p.m. every day except Sundays. Admission is 7s. 6d. or season ticket 30s., and the handbook, beautifully illustrated with photographs of a selection of the exhibits, is free.

The Duke and Duchess of Kent (on left) admiring exhibits at the Antique Dealers Fair and Exhibition.

Encouraging results at Montreal plant engineering show

By Cyril Biddle, Commercial Officer, British Government Office, Montreal

ADVERTISED AS the largest show of its kind ever held in Montreal, the Canadian Plant Engineering and Maintenance Show lived up to its billing and was considered a great success. The show was held for the first time in the new Place Bonaventure, a complex of exhibition halls, international trade centres, shops, and a luxury hotel, and it almost filled the 200,000 square feet Concordia Exhibition Hall. It took place from May 28 to 31.

This bi-annual show, which is organized by Industrial and Trade Shows of Canada, was opened this year by Mr. Raymond Beaugrand, representing the Quebec Minister of Industry and Commerce. Whilst this industrial event has been running for a number of years, there was some change in its emphasis this year and more space was given to the exhibition of both machine and hand tools. The range of products of the 300 manufacturers showing, however, covered not only machine, electric and hand tools, but also cleaning equipment, control equipment, air-conditioning plant, lift trucks and other handling equipment, packing equipment and practically everything one expects to find in the running of a factory.

British equipment was prominently displayed at the show and, in fact, Britain had the only national grouping in the whole exhibition. The British joint effort sponsored by the Board of Trade in co-operation with the Federation of British Hand Tool Manufacturers and the National Federation of Engineers' Tool Manufacturers, was declared by all participants to have been extremely successful.

The joint British exhibit consisted of the products of 13 manufacturers of industrial hand tools and engineers' measuring tools in a total area of 13 10 x 10 foot booths. Four Canadian distributors and agents, three of them representing several British firms, were involved in the displays, which were well arranged and manned, and on this occasion the No. 13 was not at all unlucky, as all reported good results, having attracted a great deal of attention.

In addition to the joint effort, at least 35 other British manufacturers were represented by subsidiary companies or agents. Some of these displays were large, especially those showing lift trucks and machine tools, these latter in good variety. The assortment of British equipment was varied and well displayed.

The standard of display throughout the show was high and the support given it was particularly encouraging. Over 17,000 people, predominantly from industry, visited the show this year, but the exhibitors were encouraged not only by the volume of support, but by the nature of it. The British exhibitors were particularly gratified by the number of new contacts made and old ones renewed, as well as by the business booked and inquiries received.

ONE OF THE JOINT VENTURE STANDS

Visitors to one of the British stands at the Canadian Plant Engineering and Maintenance Show, Montreal. A successful joint venture was organized at the show by the Federation of British Hand Tool Manufacturers and the National Federation of Engineers' Tool Manufacturers with Board of Trade assistance.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

MTTA

See the machine tools that will be raising the pace through the 1970's

International Machine Tool Exhibition 1968

Everything worth seeing in the changing world of machine tools

OLYMPIA-LONDON
June 27-July 11: 09.00-18.00
(Sundays excepted)

Every type of machine tool will be at Olympia and many will be shown for the first time.
They will include:

Metal cutting and metal forming machine tools
Machining centres and electro-chemical machines
Numerically controlled turning, milling, boring and grinding machines, and rotary and in line transfer machines

Many of these will incorporate hydrostatic bearings and solid state circuitry.

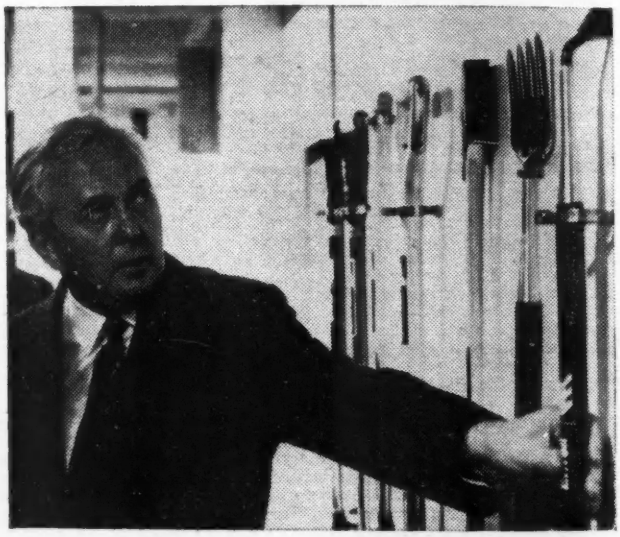
All will be powered and many will be on production work. Don't miss this opportunity to bring yourself right up to date!

Organised by The Machine Tool Trades Association
25-28 Buckingham Gate, London SW1

CoID forms Design Export Group

THE COUNCIL OF INDUSTRIAL DESIGN has formed a Design Export Group of manufacturers whose products complement each other rather than compete, are of a high standard of modern design, and have good export potential. The Group consists of companies in the contract field and includes manufacturers of carpets, furnishing fabrics, furniture, tableware and light-fittings. It is expected that export promotions arranged by the Group will have considerable impact overseas because the firms participating will be able to offer a comprehensive range of products of a high design standard to cover many of the requirements of contract buyers. The Group will be organizing selling missions overseas, exhibitions and sales ventures at trade fairs, and retail promotions in stores abroad.

The first project arranged by the Group will be an exhibition this autumn in Stockholm and Malmö, Sweden, organized in co-operation with the important contract division of the Swedish co-operative wholesale society, Ko-operativa Förbundet. KF has agreed to invite architects and other contract buyers to the exhibition and to promote it in other ways, while the participating firms are each sending representatives to Sweden to exploit this export opportunity.



Mr. Harold Wilson, the Prime Minister, examines a range of agricultural tools by Spearwell Tools Ltd. of Wednesbury, Staffs, during a tour of the thematic exhibition which is part of the 'Design for Export' project currently at The Design Centre. Mr. Wilson inaugurated the project, organized jointly by the British National Export Council and the Council of Industrial Design, on June 10.

The Design Export Group has been set up by the CoID with the assistance of the Board of Trade and the British National Export Council. If this first Group proves to be successful the CoID hope to set up similar groups of other manufacturers likely to benefit from this kind of co-operation. The CoID will plan and organize Design Export Group projects and will arrange publicity and other support. The Group will also be able to take advantage of the various government grants available to help such export projects.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

VISIT
THE 24th
INTERNATIONAL
PLOVDIV FAIR

SEPTEMBER 22 — OCTOBER 1, 1968

8 A.M. — 6 P.M.

IT HAS DRAWN EXHIBITORS FROM MORE THAN 40 COUNTRIES IN EUROPE, ASIA, AFRICA and the AMERICAN CONTINENT.

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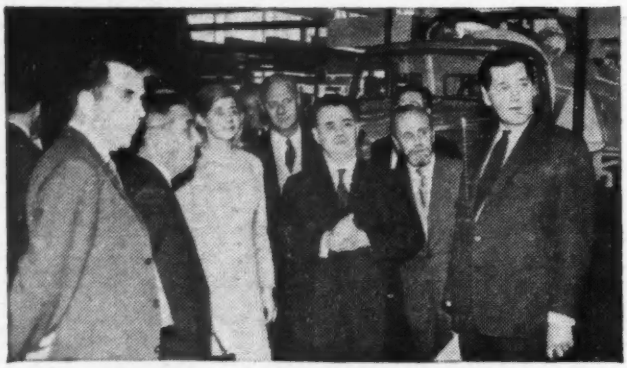
VISITORS TO BRITISH PAVILION AT INTERBYTMASH

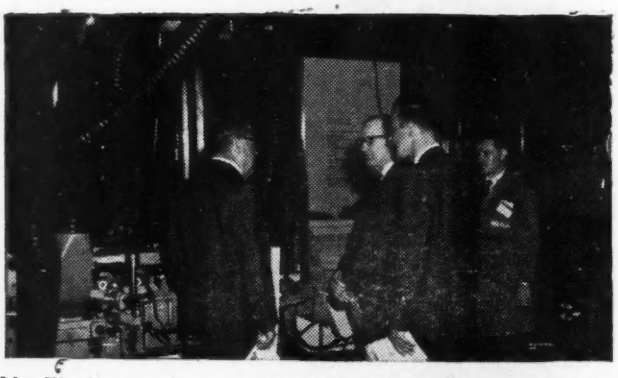


Visitors to the British Pavilion at Interbytmash, the Russian exhibition of domestic and municipal engineering equipment (see last week's Journal, page 1783). LEFT: On the last day of the exhibition, June 4, Mr. Anthony Crosland, President of the Board of Trade, visited the pavilion with Mr. N. S. Patolichev, Soviet Minister for Foreign Trade. From left to right: Mr. R. E. Matthews (Marconi); Mr. A. L. Barrow (GEC Road Signals); Mrs. Crosland; Sir Geoffrey Harrison, the British Ambassador; Mr. Patolichev; Mr. A. K. Rothnie, British Commercial Counsellor; and the President. Mr. Boris Gordeev, Head of the Soviet Trade Delegation in London, was also among the visitors but is almost hidden behind Mr. Rothnie. RIGHT: The Soviet Prime Minister, Mr. Kosygin, visited the British pavilion on May 30. From left to right: Mr. A. N. Andreev; Mr. K. T. Mazurov (First Deputy Chairman); Madame Elena Sergeeva (chief interpreter); Mr. V. F. Promyslov (Lord Mayor of Moscow); Mr. R. H. Edmondson (Board of Trade); Mr. M. K. Baibakov (half hidden by Mr. Kosygin – Deputy Chairman, and Chairman of the State Planning Committee); Mr. Kosygin; and Mr. V. E. Dymshits (Deputy Chairman).

PRESIDENT TITO WELCOMED

The International Agricultural Fair at Novi Sad, Yugoslavia, was opened by President Tito on May 11. Picture shows the President (left) being received by Mr. A. J. Wilton, Chargé d'Affaires, British Embassy, Belgrade.

DISCUSSION ON BRITISH STAND



Mr. W. Sims, a director of Wadkin Ltd., discusses one of his firm's products with two American visitors to the firm's stand at the International Woodworking Machinery and Equipment Show, Greenville, South Carolina.

IZMIR INTERNATIONAL FAIR

TÜRKİYE VE BÜYÜK BRİTANYA–

the British export journal for Turkey, will again be publishing a special number on the British Pavilion at this year's Izmir International Fair, August 20 – September 20.

If you are interested in selling to Turkey, please write for a specimen copy and full details to:

"TURKEY AND GREAT BRITAIN,"

Walter House, Bedford Street, London, W.C.2.
Tel.: 01-836 9058 and 3685.

INTERNATIONAL TRADE CENTRE – SURVEYS

The carrying out of surveys of the markets of developed countries for the export products of developing countries is one of the specialities of the International Trade Centre, UNCTAD/GATT. Products surveyed so far are plywood and veneer, citrus juices, oilcake, shrimps and prawns, rice, cottonseed oil, canned beef, and tropical sawn wood. Other products are due to be surveyed in 1968.

Reports of the Centre's surveys are made available free of charge to the developing countries. Firms in developed countries may obtain priced copies from the GATT Secretariat, Villa le Bocage, Palais des Nations, 1211, Geneva, 10, Switzerland.

Information about the Trade Centre and its work may be obtained from the United Kingdom Liaison Officer: Mr. G. Wilcock, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, *Ext,* 2438).

Lord Brown (second from right), Minister of State, Board of Trade, seen at the Mackintosh's Toffee counter at the David Jones British promotion in Sydney. On the left is Mr. Charles Lloyd Jones, chairman of the David Jones Group.

'Outstanding success' of British promotions in Australia

'Sales of British goods exceeded all expectations' . . . . 'Store traffic double the normal throughout every hour of every day' . . . . 'London buyers to purchase more British merchandise in the future' . . . . 'A definite financial success' . . . . 'Overall sales were up by between 25 and 45 per cent in all departments' . . . .

Comments such as these form the key-note of first reports of the 'Britain 1968 at David Jones' promotions at Perth, Adelaide and Sydney, the first three in the continent-wide series of British promotions that is being staged by the David Jones Group in eight Australian cities this summer, in addition to the associated Ball and Welch store in Melbourne.

The series has been organized by the Group in conjunction with the British High Commissions and the Board of Trade, with the support of BNEC Australia, and the Australian-British Trade Association.

It is already clear from the following reports that this project, for which A$3 million worth of merchandise was specially bought, constitutes a real break-through for British exports to Australia. Further reports will be published in August.

Scottish shops set up in each of the David Jones stores in Perth sold most of their stock within the first few days. Similar sales were reported from Adelaide and Sydney.

Mary Quant cosmetics counters, such as this one at the David Jones Adelaide store, and make-up demonstrations attracted great interest in all the group's stores.

BRITISH PROMOTIONS IN AUSTRALIA, *continued*

PERTH *April 1-10*

'BRITAIN 1968 AT DAVID JONES' was one of the most successful store promotions ever held in Perth, and opened the Australian-wide presentation on a high note. The store reports a 'definite financial success', with increased turnover for the ten-day period compared with the corresponding ten days in 1967 estimated at about $50,000. Equally important to the store however was the prestige brought by the promotion, and in the opinion of Mr. R. R. Price, Deputy Managing Director who was responsible for the presentation in Perth, the good effect on the David Jones image will be lasting.

Decorative display material provided by the Board of Trade was described by Mr. Price as 'outstanding'. This he said had contributed greatly to the atmosphere in both the Perth city stores, and given an air of quality and substance that placed the presentation on a much higher plane than the usual run of the mill 'sale'.

The Board of Trade has been instrumental in securing several special exhibitions and displays in support of the David Jones' series, and these, first seen at Perth, proved to be the greatest drawcards. They included a waxwork figure of Sir Winston Churchill and a model of the Eros fountain; a British Transport display, arranged in the form of a section from an Underground tunnel and showing the latest developments in transport by rail and road, hovercraft and shipping; and other displays of London Livery Companies, atomic energy, aerospace etc. Among other special features were a Lotus car simulator in which visitors could test their skill, and the world's largest scale model airport, created by ex-airline pilot Captain Brian Carney and measuring 20 ft. by 35 ft.

David Jones mounted further attractions with telling effect. Daily parades of British fashions and fabrics were held on two floors of the main store. A travel competition, allied with the Airport Display and organized with one of the commercial concerns associated with the promotion, McRobertson Miller Airlines Ltd., proved very popular. There was good response to children's competitions featured in *The Sunday Times*, and the sale of foot blocks of Fairfield Estate near Windsor Castle drew considerable attention.

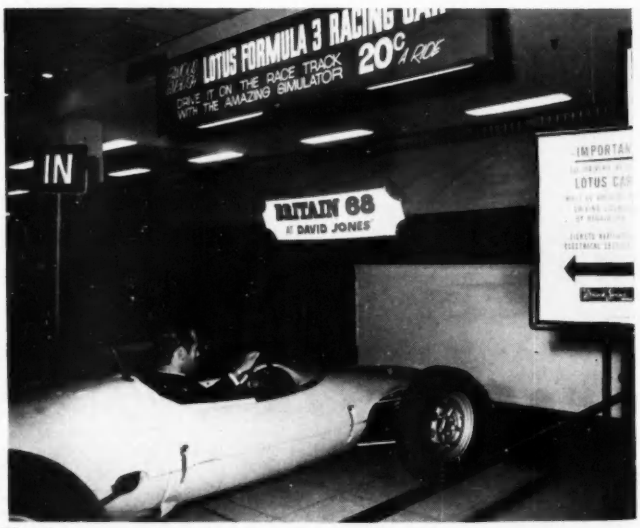
Perhaps the best indication of the interest of the general public in the promotion was the great number of people passing through both stores – estimated at double that which would normally be expected. Mr. Price said that many customers offered spontaneous congratulations on the presentation.

Stocks of British goods moved rapidly. For instance, two shipments of Viyella fabrics were completely sold out during the 10-day period and a third partially exhausted. The complete stock of Shilton handbags brought in by David Jones was also sold out, as was Ladybird children's wear. Marks and Spencer skirts and ladies' suits also proved extremely popular and very few of the initial consignment remained. Scottish novelty shops were set up in each of the two David Jones city stores and most of the items in these were gone with a matter of days of the opening of the promotion. Mary Quant cosmetics made their first appearance in Western Australia at the Perth presentation and created great interest. All these and other excellent sales will undoubtedly mean repeat orders.

Extensive use was made of the Government's Co-operative Advertising scheme. David Jones opened an advertising campaign with a five-page supplement on March 31 in *The Sunday Times*, followed by full page advertisements in morning and evening papers during the whole 10 days. Television provided valuable publicity, with news announcements immediately preceding the promotion and features on the individual displays. David Jones used commercial radio for spot-ads at peak listening times and the promotion was also the subject of interviews and discussion programmes.

Several David Jones executives remarked on the excellence of the organization on the part of the Board of Trade British Weeks and Store Promotions Directorate, as well as on the quality of display material. These factors, coupled with good sales of British merchandise, will surely do much to keep these important people British-minded.

Viyella fabrics at the main David Jones store at Perth.



The Lotus car simulator, as seen here at Adelaide, was a popular draw at all the stores.

ADELAIDE *April 22-May 3*

THE MANAGING DIRECTOR of David Jones in Adelaide, Mr. Kidnie, is more than happy with the success of the store's British promotion in that city. Store traffic throughout every hour of every day of the promotion, he states, was well above normal, and additional sales of British goods were excellent and far exceeded expectations in many instances. He was particularly pleased by the compliments he received from directors of his firm's rivals, John Martin Ltd. and Myers, both of whom sent senior executives to examine and report on the promotion. He also received many

Window display of Harris tweeds and English suitings at the Perth presentation.

The world's largest model airport (installed in this picture at the Adelaide store) was one of the main attractions at each David Jones British promotion. Weighing 2½ tons, it contains 100 aircraft, whose flight is controlled ultrasonically, and 1,000 vehicles.

letters of congratulation, including two from people in England who said they had read about it in their newspapers.

TV coverage was exceptionally good, as was that in the two main local newspapers, which included a special 4-page supplement in *The Advertiser*. The store paid for 260 spot announcements on radio and also for a good deal of newspaper advertising, over and above that subsidized by the Board of Trade under the co-operative advertising scheme.

In order not to dissipate the impact of the main displays, the Transport, BOAC and Livery Company exhibits were placed together in a gallery beside the cafeteria, where they were visited by some 7,000 people in the 10 days of the promotion. More than 1,000 people drove the Lotus car simulator, which, like the London Airport model, was continually surrounded by spectators. The Mary Quant promotion also proved a great success and attracted a good deal of press coverage. The fashion parades were well attended and competitions organized by Royal Doulton and the Leggo Company both attracted very satisfactory numbers of entries.

First reports on the commercial side show British foodstuffs to have achieved spectacular success. Sales of Shippams meat pastes were over 60 times the previous norm and since the promotion have settled at around 3-4 times the previous figure. Fray Bentos' steak and kidney pies did remarkably good business, as did English cheeses, selling at three times the normal average rate. There were repeat orders for chinaware, men's and women's clothing, children's wear and reproduction furniture, while sales of men's ties, leather goods, Christie's hats, footwear, umbrellas, jewellery and miscellaneous 'pop' art items were excellent.

BRITISH PROMOTIONS IN AUSTRALIA, *continued*

SYDNEY (*May 13-May 25*)

AT THE END of the first week of this colourful British promotion which opened on May 13 in the six Sydney stores of David Jones – three in the city and three in the suburbs – that it would be most successful in the 130 years' history of the David Jones group. According to the chairman, Mr. Charles Lloyd Jones, the public was showing great enthusiasm both for the merchandise and for the many attractions. The three Sydney city stores had never experienced such concentrated crowds, and on two days in the first week the store traffic broke all records including Christmas. Traffic through the Elizabeth Street store was estimated at double the normal volume throughout the week, and in particular, the 6th Floor was continually full of people trying to see the special exhibits including 'Genius of Britain', 'Aerospace', 'Atomic Energy', 'Transport', 'The Livery Companies', and the BOAC and BBC features. Other attractions included an extensive exhibition valued at $214,000 of paintings and drawings by Walter Richard Sickert: this was a quite exceptional show and was the finest exhibition of its kind ever shown in the David Jones Art Gallery. There was also a wax model of Sir Winston Churchill from Madame Tussaud's and replicas of the Crown Jewels, fashion parades and cosmetic and bubble-bath demonstrations. A 60 foot-high replica of Big Ben, with clock and recorded chimes, scaled more than four storeys of the exterior of the building, and the chimes boomed out realistically over the city. A library containing 36-hour-old London newspapers flown out daily by BOAC attracted more than 1,500 people each day, and the one-day strike in Fleet Street caused tremendous disappointment among the Sydney readers.

In the adjacent Market Street store the Lotus car simulator and a working model of London's international airport held the limelight. These, together with a mechanically operated set of toy soldiers, drew dense crowds. A model of the Eros statue, an MCC exhibit and a photographic exhibition added to the interest.

Everywhere there was a blaze of red, white and blue. Background display material provided by the Board of Trade, which evoked much enthusiastic comment, included 1,000 yards of continuous Union Jack bunting, 300 large Union Jacks, over 300 colourful heraldic banners, 20 giant photographic blow-ups of London for use as window backdrops, 100 miniature figures in period dress or British regimental uniforms, photographic blow-up figures of London bobbies, Beefeaters, Grenadier Guards, etc., and hundreds of posters of famous British landmarks.

There was a 50 per cent increase in the amount of British merchandise on display in all stores and the dense flow of store traffic resulted in a substantial rise in purchases of British goods. The 'Tartan Shop' for instance, sold out within a few days of the opening of the promotion, and further stocks were ordered by cable. Many lines of knitwear were also sold out, and one of the store's buyers paid an immediate visit to London to stock up for next season. Sales of other types of textile goods, including British woollens made up into garments by Australian manufacturers, also did very well. Household goods, particularly linens, china, earthenware and glassware, were in great demand, whilst sales of women's underwear from Britain doubled the normal rate. All other departments justified the extra buying in Britain which had led up to the occasion.

Although lacking the special attraction of the city, the suburban stores were well stocked and decorated and total sales in them ran much higher than in the same week a year ago. David Jones, together with their British suppliers, launched a considerable advertising campaign during the presentation in the Sydney press and on radio and television. Obviously this stimulated a great deal of interest, particularly as the event was timed to coincide with the school holidays.

The Sydney promotion was officially opened by Lord Brown, Minister of State, Board of Trade, at an evening reception given for 1,000 guests by the British High Commissioner, Sir Charles Johnston, and Lady Johnston. Guests were able to view privately the whole range of attractions and merchandise in the Elizabeth Street store. Earlier Lord Brown had spent a whole day touring the city and suburban stores.

Crowded store in Sydney, where traffic was double the normal volume throughout the 10 day presentation.

Joint venture stand at 47th Interhat

A buyer discusses a point on one of the stands.

THE WIESBADEN Hat Fair, held this Spring from May 26 to 28 at the Rhein-Main Halle and surrounding hotels attracted a joint venture stand of the London Wholesale Millinery Manufacturers' Association and seven other direct British exhibitors, as well as a good showing by agents of British firms who were not themselves exhibiting.

Germany has always been a hat-conscious country, and this fair is well known and well visited. After Germany (100 exhibitors) and France (41) the British group was the largest. Not only hats were shown, but also accessories and materials for hats, ribbons, feathers, straws, hoods, etc. Many of the British exhibitors have been coming to Wiesbaden for many years and doing excellent business, not only inside Germany, but also with EFTA countries, especially Scandinavia. One of these firms, selling feathered hats had a very high proportion of visitors, and another firm had increased their orders by 50 per cent this year.

The London Wholesale Millinery Manufacturers' Association joint venture stand, representing 11 firms in the Association, while not repeating the success of their first participation last autumn, had consolidated and taken some very useful orders, although the trend had reversed against their cheaper lines, which had gone so well last year.

The general impression this year was that the spring fair had lost a little momentum, and the actual score of visitors was slightly down. Nevertheless in this very specialized field, the British exhibitors had made good strides and left the fair with some very good orders. The general opinion was that this is a very worthwhile fair to show at and provided an excellent opportunity to meet and compete with continental competition.

British success at Barcelona Fair

A report from the British Consulate-General, Barcelona

THE 36TH Barcelona International Samples Fair was opened on June 1, by Señor López Rodó, the Minister in Charge of Spain's Development Plan. Following the tendency which prevails in other countries, the organizers of the Barcelona Fair have favoured the holding of specialized exhibitions, and, as a result of this policy, the Motor Show, Grafispack, Hogarotel, the Boat Show, and other smaller exhibitions, have made their appearance and have sprung from what originally were mere sections of the Barcelona Fair.

This decision in itself might be sufficient to account for a reduction in the size of the fair, but this year's event also reflected the recession and consequent uncertainty general to trade and industry in Spain and in other parts of the world. The recent situation in France resulted in a number of the exhibits being unable to reach their destination in time for the opening date.

The pattern of this year's fair was changed, in that the main foreign countries exhibiting were those of Latin America and Eastern Europe. On the other hand, several Western European countries, as well as Canada and the United States, did not participate officially this year.

However Britain's share of earth-moving and public works equipment was without question the best on show.

The British official stand consisted of a small information office, where a list of 70 British firms exhibiting at this year's fair, with particulars of their products and the addresses of their agents, was available for distribution to visitors. By agreement with the Board of Trade and the Central Office of Information, a member of the staff of British European Airways was also in attendance at the stand and received many inquiries.

Great Britain Day at the fair was held on June 5. HM Ambassador, Sir Alan Williams, toured the fair, visiting the stands exhibiting British products, and was entertained at a luncheon given in his honour by the British Chamber of Commerce for Spain at which the fair authorities, and other prominent local business personalities were present.

Sir Alan Williams, HM Ambassador in Spain, hoists the flag marking British Day at the Barcelona Fair.

In spite of the difficulties with which the organizers had to contend this year, the Barcelona Fair still retains its position as the most important event of its kind in Spain, and attracts a large number of visitors from all over the country and abroad.

According to a preliminary report, it is estimated that total business transactions concluded at the fair may be in the region of £18 million.

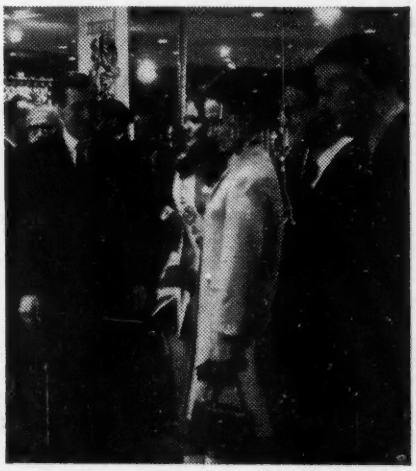
The example set by powerful competitors and the effort they make in attending the fair should not be overlooked or underestimated by British firms already trading with Spain or who wish to enter this interesting market.

Montreal motor show attracts 70,000 buyers

THE 11TH annual British Automobile Show in Montreal was opened on April 25 by Mr. J. Douglas Richards, vice-president of the Society of Motor Manufacturers and Traders.

Attendance was about 70,000. More than 40 different British made automobiles were on display in the Convention Rooms of the Queen Elizabeth Hotel in the heart of the City of Montreal, providing a good spread of British cars available to buyers with an accent on sports and special feature vehicles.

The show was again organized by the British Automobile Manufacturers Association in Canada who have organized similar shows in other parts of the country. British exhibitors



Mr. J. Douglas Richards (left foreground), who opened the show seen with (to his left) Mrs. Richards holding handbag. Mr. T. E. Rogers, Deputy High Commissioner and Counsellor Commercial, British High Commissioner, Ottawa and Mr. J. R. Cross, Senior British Trade Commissioner, Province of Quebec.

at the Montreal show included British Motor Holdings, General Motors (Vauxhall), Rootes, Triumph, Rover and Ford.

Present at the opening ceremony was Mr. E. J. Mackie, chairman of the British Automobile Manufacturers Association in Canada. The ceremony was followed by an official luncheon at which Mr. Richards, in his speech which was delivered in English and French, complimented those organizations in Canada distributing British cars on the good work they had done over the past year. He told the gathering that while he fully appreciated the difficulties they had been experiencing on deliveries, he was sure an improvement could be expected in the future.

US Commercial Officer at machine tools exhibition

MR. H. HALL of the Commercial Department of the British Consulate General in Chicago, United States, who has special responsibility for the export of machine tools will be spending several days at the International Machine Tool Exhibition to be held at Olympia from June 27 to July 11.

Firms wishing to see Mr. Hall at the exhibition to discuss export problems and opportunities can contact him through the offices of the Machine Tool Trades Association in the Grand Hall Gallery, Olympia.

Overseas Trade and Exports

Morocco plans her development

THE MOROCCAN GOVERNMENT have just published a Five-Year Plan for economic development for the period 1968-1972. This document is a successor to the Three-Year Plan 1965-1967 but in fact the present plan represents a new departure in economic planning in Morocco: it is more comprehensive, more detailed and more specific. Whereas earlier plans could be described as programmes for action rather than plans, the Moroccan authorities have now produced a carefully worked out basis for their country's planned economic development over the next five years. The plan provides a wealth of information on the various sectors of the Moroccan economy. This article attempts briefly to indicate the main characteristics of the plan and to highlight some of the opportunities it presents for participation by British industry.

Agriculture is the basis of the Moroccan economy. About 70 per cent of the population depend on agriculture for a living. Nonetheless, agriculture provides only about 30 per cent of GNP. Much attention is therefore being given to improving the productivity of Moroccan agriculture and to reducing its dependence on the vagaries of the climate. It has been given top priority in the Five-Year Plan. About £138 million (more than 30 per cent of the total public sector investment in the plan) is to be spent on agriculture. Irrigation schemes large and small are being actively promoted, the use of fertilizers is being encouraged, extension work is being intensified and growers are being guided towards more profitable crops. The agricultural sector will also, in the longer term, benefit from the heavy investment (about £60 million) to be made in large-scale irrigation dams. At present about 150,000 hectares of land are under irrigation (this does not include land irrigated by traditional methods). It is planned to double this area by the end of the plan period. About a third of the investment on dams will go to completing work already begun (e.g. on the dam being constructed on the River Ziz near Ksar es Souk). Addition six new projects will be started on during the Five-Year Plan period and studies will be carried out in regard to four others.

Second priority in the plan is given to education and the training of personnel. The planners recognize frankly that at present there is a heavy imbalance. At one end of the scale qualified manpower which the country needs for its economic development and which the economy could absorb easily, is in short supply whilst on the other hand a growing mass of unqualified labour is coming on to the market and thus aggravating the unsatisfied demand for jobs. Various measures are proposed to remedy this situation. Secondary and higher education is to be oreiented to fit better the needs of the priority sectors of the economy. There is to be a wider use of the apprenticeship system. More is to be done to adapt education in rural areas to the needs of rural life, in particular by providing training in practical agricultural subjects. Immediate steps are to be taken to improve the results of the present educational system (e.g. by raising the quality of teachers and reducing the size of classes).

Another sector on which the Plan places special emphasis is tourism. This is a labour intensive industry which offers the rapid creation of job vacancies and which moreover is a source of foreign exchange earnings. About half a million tourists visited Morocco in 1967. By 1972 it is hoped to double this figure. To accommodate this increased number of tourists Morocco aims at adding, by 1972, 30,000 beds of extra hotel accommodation and in addition 10,000 beds of camping and caravan site accommodation. The Moroccan authorities are looking to private investment to provide a substantial proportion of the financing of this hotel and tourist development and the amount of public investment provided for is relatively small – about £14 million – but total investment including private finance is put at about £63 million. The major part of this investment will be devoted to tourist development in four 'priority' zones: Agadir (in the south), Tangier, Smir and Al Hoceima (these last two areas lie on Morocco's Mediterranean coast).

Tractors in the final stages of assembly at a plant in Casablanca which uses parts imported from the United Kingdom together with some locally-made parts. On the left is Mr. C. R. Wrigley, HM Consul, Casablanca.

The mining industry ranks second after agriculture in importance to Morocco's economy and minerals account for about 40 per cent of the total value of exports. Phosphate mining is one of the most important industries in Morocco, employing about 13,500 workers. Morocco is the world's largest exporter of phosphates which account for about 25 per cent of total exports. The production and marketing of phosphates is the monopoly of the *Office Chérifien des Phosphates* (OCP). During the Five-Year Plan period this organization envisages an expenditure of about £64 million plus a further £24 million for normal running costs.

The OCP plan to develop further their two existing centres of production at Youssoufia and Khouribga. At Youssoufia production should rise from about 2·5 million tons in 1968 to 3·4 million tons in

1972. At Khouribga production is planned to increase from 8·4 million tons in 1968 to 13·1 million tons in 1972. In addition, a new centre of production is to be brought into operation, at Ben Guerir. Preliminary work has already begun and production should begin in 1970. By 1972 production should reach 2 million tons a year. In the longer term it is hoped that production at Ben Guerir should reach 10 million tons by 1980.

In the mining sector, other than phosphates, an important role is played by the *Bureau de Recherches et de Participations Minières* (BRPM). This is a government agency which conducts mineral research and participates, technically and financially, in companies engaged in mining or in the processing of mineral products (e.g. in the petroleum, coal, iron ore, and manganese industries). For example, the Moroccan state, through the BRPM, recently acquired control of the Rif iron ore mines, and one of the principal projects in the mining sector (other than phosphates) under the Five-Year Plan is the investment of about £8½ million in the further development of these iron ore mines. The aim of this new development is to produce from 1970 on, 840,000 tons of iron ore, of 60 per cent Fe, in the form of pellets. BRPM also plan to spend about £5 million on oil prospection though even more (£6 million) will be spent on prospecting operations by private companies.

Industrial development

For industrial development, the plan envisages that the bulk of investment will come from outside the public sector. Total investment in industrial projects is put at about £110 million but of this slightly less than a quarter is to be provided by public investment. Several of the largest projects fall into the chemical engineering field including the largest industrial project in the plan: one to produce 125,000 tons a year of phosphoric acid and 210,000 tons a year of diammonium phosphate. Virtually all of this production will be exported. In a second phase the production of phosphoric acid will be doubled.

This project will be handled by the *Office Chérifien des Phosphates* (OCP) 'in association with private interests'. The plant is to be situated at Mechra Ben Abou (halfway between Casablanca and Marrakech). Of the total investment of DH. 385 million, DH. 240 million will be in foreign currency.

Another project is that for the production of:

Polyvinyl chloride	10,000 tons
Caustic soda	14,000 tons
Sodium sulphide	2,700 tons
Bicalcium phosphate	12,000 tons

The production will be from ethylene (5,400 tons) obtained from 'cracking' 12,500 tons of propane. There will also be a unit for the concentration of caustic soda and a production unit for sodium sulphide. Of the total investment of DH. 70,050,000 some DH. 56 million will be in foreign currency.

The plan also contains a project for the manufacture of artificial fibres from esparto grass. The proposed complex will comprise two integrated factories. One factory would process the esparto grass into cellulose-viscose pulp. This factory would be able to handle 80-90,000 tons of esparto grass a year and produce 30,000 tons a year of pulp. The pulp would be passed in liquid form to the second factory which would process the cellulose-viscose pulp into artificial fibres. This factory would have the capacity to handle 30,000 tons a year of pulp and produce 25,000 tons of fibres. The total investment estimated for the two factories is DH. 185 million of which DH. 105 million will be in foreign currency.

The plan also provides for the extension of an existing factory *Cellulose du Maroc*, which makes paper pulp from eucalyptus wood. The present capacity is 40,000 tons a year (a substantial proportion of which is exported to the United Kingdom) and it is planned to increase this capacity to 110,000 tons a year. This will involve an investment of DH. 102 million of which DH. 55 million will be in foreign currency.

The textile industry has developed rapidly over recent years and relatively little development in this sector is included in the Five-Year Plan. Nonetheless, there are some projects of interest:

(i) a £10 million integrated cotton and cotton-type textile mill at Fez, to be equipped with 50,000 spindles and 960 automatic looms;

(ii) a £2¼ million partly integrated mill at Tetouan to produce unbleached cloth from cotton and fibranne. This factory plans to have 13,000 spindles and 384 automatic looms;

(iii) a £2 million fully integrated plant at Kenitra to produce cotton and fibranne yarn and cloth. It will use 12,688 spindles and 300 automatic looms.

As regards infrastructure, Morocco is relatively well provided for and expenditures on these items under the Five-Year Plan are modest. For example, a total of about £9 million is to be spent on Morocco's main ports: Casablanca (a major international port), Tangier and Safi. About half of the expenditure envisaged is to be used for the development of the port of Safi which will be handling an increasing tonnage of phosphates as the new deposits at Ben Guerir are worked. At present about 2·5 million tons of phosphates pass through Safi each year. By 1980 it is expected that the annual tonnage will reach 15 million.

Morocco's rail network consists of 1,770 Kms of standard gauge railways of which 730 Kms are electrified. The railways are operated by the *Office National des Chemins de Fer* (ONCF). ONCF's planned

(*Continued on next page*)

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

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MOROCCO PLANS HER DEVELOPMENT, *continued*

investment over the next five years totals about £14 million. The main project for this period is the railway works associated with the development of the Ben Guerir phosphate deposits. Approximately £5¼ million is to be spent on this scheme. Another £4½ million is to go to the purchase of locomotives and rolling stock.

In the field of telecommunications, again the proposed investments are relatively modest. For the Ministry of Posts, Telephones and Telegraphs, a total expenditure of about £7 million is provided for.

For radio and television an expenditure of just under £3 million is included in the plan, with the objectives of achieving total coverage of the country by radio broadcasts and of increasing considerably the coverage by television broadcasting. The plans include provision for the installation of a new 400 kW transmitter at the Azilal centre and a new, more powerful, transmitter at Tangier to replace the existing 50 kW medium wave transmitter. For television there are plans to install transmitters and Hertzian links in three additional areas of Morocco.

Morocco's current installed capacity for the production of electricity is about 490 mW. Estimated demand for electricity for 1968 is put at 1,685 GWH and an annual rise in demand of 7 per cent is projected. The Five-Year Plan proposes an investment of about £34 million in the production and distribution of electricity. Work (being carried out by French companies) is already well advanced in a 60-mW unit at Roches Noires, Casablanca and the Moroccans have signed a contract with the Russian organization Energo-Mach-Export for the construction of two 55 mW units at Djerada in easter Morocco. The first phase is due to be ready in 1970 and the second in 1971. As regards hydro-electric schemes only one is due to come into operation during the Five-Year Plan period: a 6·5 mW unit at Bou Areg, but work will begin on two others which will come into operation in 1973 and 1974. Similarly it is foreseen that a further 60 mW stage of the Roches Noires thermal power station will be installed in 1976.

France is still Morocco's main trading partner but her share of Morocco's total imports is declining (falling from 49 per cent in 1961 to 39 per cent in 1966). This trend is likely to continue. One factor in this situation is the new import regime introduced by Morocco in June 1967 whereby French goods lost their preferential position as regards entry into Morocco. Under this new system goods were classified into three lists: list A, products which can be freely imported (about 47 per cent of total imports); list B, goods for which import licences are still required and for which global quotas are established (about 50 per cent of total imports) and list C, prohibited imports.

The importance of French

French continues however to be the language most widely used in business circles and local buyers and users are much more familiar with French products and French standards than with others. The French exporter therefore still enjoys advantages over his foreign competitor. However, there is an increasing desire in Morocco to diversify the country's sources of supply and there are too an increasing number of Moroccan importers keen to establish links with other suppliers.

In approaching the Moroccan market British exporters most have in mind the prime importance of conducting correspondence and supplying trade literature in French. (Where full trade literature in French is not available a synopsis or slip-in sheet in French is useful.) By the same token all specifications should be expressed in metric units. It is strongly to be recommended that British exporters, especially those entering the market for the first time, should visit the territory to see the conditions and possibilities for themselves. The Commercial staffs of the Embassy and the Consulates-General (at Casablanca and Tangier) will be pleased to offer their assistance to business visitors with advice on the local market and by arranging introductions and appointments. In particular the Consulate-General in Casablanca (the commercial centre of Morocco and the city in which almost all commercial representatives and agents are based) can help by putting British exporters in touch will potential agents.

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TRADE AND FINANCIAL ARRANGEMENTS

Tunisia and Japan

THE TUNISIAN *Journal Officiel* of May 14-17 announced the renewal for a further year from April 1 of the trade agreement of 1960 between Tunisia and Japan. Quotas under the agreement remain unchanged compared with the previous year (see *Board of Trade Journal* of July 28, 1967).

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Tunisia and Hungary

THE TUNISIAN *Journal Officiel* of April 9-12, 1968, announced the renewal, for a further year from January 1, 1968, of the trade agreement of 1960 between Tunisia and Hungary. Quotas under the agreement remain unchanged compared with the previous year (see *Board of Trade Journal* of August 11, 1967).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Bulgaria and Cyprus

THE TRADE and Payments Agreement between Bulgaria and Cyprus has been renewed for a further year. The value of goods to be exchanged during the period January 1, 1968, until December 31, 1968, is £640,000, the same as the previous year.

Copies of the lists of goods to be exchanged may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 or 482).

Economic agreement between UAR and Jordan

IN CAIRO on March 7, 1968, the exchange of documents ratifying an agreement on economic co-operation between the UAR and Jordan was effected.

The agreement provides for, amongst other things, an increase in technical economic co-operation, participation in exhibitions and international markets, an increase in the volume of tourism between the two countries and the exemption from Customs import charges and import licences on certain goods to be exchanged between the contracting parties. Some goods, including pharmaceuticals, newspapers and magazines, olive oil, pottery products, medical cotton, and scrap metals are subject to 100 per cent exemption from Customs duties; others including cement, plywood, wooden articles, bicycles and motor-cycles, cinema and television films, telephones, batteries, and hosiery are subject to 50 per cent exemption.

The two parties have agreed that the volume of trade exchanged between them (excluding rice) will be at a minimum of £1,750,000 per annum. The UAR will export products totalling £1,250,000 of which £250,000 will be allocated to agricultural products. Jordan will export mainly tobacco and industrial products to the value of £500,000 and also some agricultural products.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Five trade promotion officers recently visited Hoover Limited under the auspices of the Board of Trade as part of a practical course in British export promotion methods. The visitors were welcomed to the company's export headquarters at Hayes Gate House, Hayes, by Mr. Peter C. Boon, joint managing director, export. Picture shows (left to right): S. Samsi, tariffs and trade chief, Indonesia; N. D. Idris, assistant trade commissioner, Malaysia; Hoover guide, Pamela Carpenter; C. H. Dadzie, Ghana High Commission; V. R. Camilleri, External Affairs Service, Malta; H. Leonard, assistant trade commissioner, Malaysia; and Hoover guide, Sadie Court.

British Consulate at Surinam closed

THE BRITISH CONSULATE, Paramaribo, Surinam, is closed due to the death of the Honorary Vice Consul. The First Secretary (Commercial) British High Commission, 44 Main Street, Georgetown, Guyana, visits Paramaribo approximately once monthly and will be pleased to see any business visitors.

Copies of any relevant previous correspondence should be enclosed with commercial inquiries which should be made through Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.2, or through Regional Offices.

Hotel accommodation in Helsinki

THE BRITISH EMBASSY in Helsinki has reported that because of the number of events which are due to take place in Helsinki next September, hotel accommodation during that month is already becoming scarce and it would be wise for any business visitors who contemplate coming to Helsinki then, to make the earliest possible reservations.

Contracts placed by US Agency for International Development (AID)

SINCE THE current cuts to restrain the United States balance of payments deficit, the opportunities for British exporters – and third party suppliers in other countries – to benefit from contracts with the United States Agency for International Development (AID) have been virtually eliminated. Some marginal openings involving components, insurance, finance, and so on, remain, however. The procedures are spelled-out in an article appearing in the *Board of Trade Export Service Bulletin* of June 19. Copies of this article can be obtained free of charge from Export Services Branch, Board of Trade, Room E02, Hillgate House, London, E.C.4 (Tel. 01-248 5757, Ext. 416).

Hints to businessmen booklets

REVISED editions of the booklets on Bolivia, Ethiopia and Finland have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ABU DHABI

(116/68) Pumping Equipment for Department of Development and Public Works. July 15. E.S.B. 23615/68.

ARGENTINA

(116/68) Boilers and Accessories for Agua y Energia Electrica. August 26. E.S.B. 23625/68.

AUSTRALIA

Electricity Trust of South Australia

(112/68) Gas Turbine Generating Plant. August 22. E.S.B. 22571/68.

(115/68) Circuit Breakers; Transformers and Associated Plant. July 16. E.S.B. 23461/68.*

(113/68) Telecommunications Equipment for Department of Supply. (Further Information.) Tender documents now available. E.S.B. 22252/68.*

(114/68) Power Station Construction Works for Hydro Electric Commission of Tasmania. (Pre-qualification.) E.S.B. 23417/68.

(115/68) Electronic Data Processing System for Melbourne and Metropolitan Board of Works. August 6. E.S.B. 23611/68.*

(116/68) Telephone Plugs for Postmaster Generals Department. August 8. 23416/68.*

(113/68) Circuit Reclosers for State Electricity Commission of Victoria. (Further Information.) E.S.B. 22554/68.*

(115/68) Transformers for State Electricity Commission of Queensland. July 3. E.S.B. 23460/68.*

(113/68) Batteries and Charging Equipment for State Tender Board. (Further Information.) E.S.B. 22555/68.*

BRAZIL

(112/68) Air Switches and Insulators for Cia Auxiliar de Empresas Electricas. July 15. E.S.B. 22583/68.*

(115/68) Construction of Underground Line for La Companhia do Metropolitano de São Paulo. July 15. (Pre-Qualification.) E.S.B. 40239/66.

BURMA

Electricity Supply Board

(113/68) Insulation Tapes. (Further Information.) E.S.B. 22020/68.*

(113/68) Heating Wires and Strips; Resistance Wires. July 31. E.S.B. 22914/68.*

(116/68) Lathe Chucks for Myanma Export Import Corporation. July 4. E.S.B. 23673/68.*

(112/68) Radio Equipment for People's Pearl and Fishery Board. July 15. E.S.B. 22574/68.*

Public Works Corporation

(113/68) Retarding Agent. July 11. E.S.B. 22915/68.*

(113/68) Jacks and Pumps. July 15. E.S.B. 22917/68.*

(115/68) Steel Wire and Sheeting. July 16. E.S.B. 23450/68.*

(117/68) Bridge Bearings. July 18. E.S.B. 23677/68.*

(117/68) Weaving Machinery Spare Parts for Textile Mills Procurement Committee. July 8. E.S.B. 23675/68.*

(116/68) Split Steel Taper Pins for Union of Burma Railway Board. July 4. E.S.B. 23671/68.*

CANADA

(115/68) Capacitors for British Colombia Hydro and Power Authority. September 17. E.S.B. 23493/68.

(115/68) Erection of Mechanical Equipment; Installation of Electrical Equipment for Novia Scotia Water Resources Commission. July 3. E.S.B. 23474/68.

CEYLON

(113/68) Fishing Gear for Ceylon Fisheries Corporation. July 12. E.S.B. 23325/68.

(113/68) Sluice Gates for Director of Irrigation. July 4. E.S.B. 22922/68.

(113/68) Newsprint for Eastern Paper Mills Corporation. July 11. E.S.B. 23320/68.

(113/68) Pipe Lines for Ministry of Nationalized Services. (Further Information.) E.S.B. 21408/68.*

(114/68) Disc Ploughs and Harrows for Sri Lanka Sugar Corporation. July 26. E.S.B. 23324/68.*

(113/68) Wire for Tender Board. July 6. E.S.B. 22925/68.

COLOMBIA

(113/68) Cooling Tower with Pumps and Equipment for Empresa de Energia Electrica de Bogota. July 26. E.S.B. 22944/68.

Empresa Nacional de Telecommunicaciones:

(114/68) Electric Generating Plants. July 31. E.S.B. 23411/68.

(114/68) Radio Telephone Equipment. July 31. E.S.B. 23425/68.

CONGO, DEMOCRATIC REPUBLIC OF

(113/68) Pharmaceuticals for Ministry of Public Health. July 3. E.S.B. 23534/68.*

ETHIOPIA

Municipality of Asmara Water Supply Department:

(114/68) Steel Pipes. September 21. E.S.B. 23407/68.*

(114/68) Flocculation, Filtration and Chlorination Plant. September 21. E.S.B. 23409/68.*

(114/68) Water Pumps. September 21. E.S.B. 23410/68.*

GREECE

(115/68) Passenger Lift for Institute of Social Insurance. July 25. E.S.B. 23453/68.*

INDIA

(114/68) Transformers for Andhra Pradesh State Electricity Board. July 12. E.S.B. 23405/68.

(113/68) Electrical Equipment for Assam State Electricity Board. (Further Information.) E.S.B. 20478/68.*

Bens Purchase Organization:

(113/68) Rebabbitting Machine; Furnace. August 21. E.S.B. 22904/68.*

(113/68) Thermometers. July 31. E.S.B. 22909/68.

Bhabha Atomic Research Centre:

(113/68) Monochromator. July 22. E.S.B. 22925/68.

(113/68) Air Space Filter. July 23. E.S.B. 22926/68.

(113/68) Stainless Steel Tanks, Vessels and Filters. July 24. E.S.B. 22927/68.

(114/68) Germanium Detector and Cryostat System. (Further Information.) Tender documents now available. E.S.B. 22202/68.*

(114/68) Monitoring System. (Further Information.) Tender documents now available. E.S.B. 22203/68.*

(114/68) Spectrophotometer. (Further Information.) Tender documents now available. E.S.B.22204/68.*

(114/68) Ultrasonic Cleaner. (Further Information.) Tender documents now available. E.S.B. 22205/68.*

(114/68) Osmometer. (Further Information.) Tender documents now available. E.S.B. 22210/68.*

(114/68) Monochromator. (Further Information.) Tender documents now available. E.S.B. 22211/68.*

(114/68) Thermoluminescence Detector System. (Further Information.) Tender documents now available. E.S.B. 22212/68.*

Orders from abroad have already been received for a self erecting hydraulic piling rig which can be fitted to almost any type of excavator/crane which has been developed by The British Steel Piling Co. Ltd. A rig arranged for driving Vibro in-situ *piles, fitted to a NCK 605 excavator/crane, has been ordered by Perfosol of France and others are on order from France and Belgium.*

on order from France and Belgium.

(114/68) Dust Samplers. (Further Information.) Tender documents now available. E.S.B. 22213/68.*

(114/68) Pyrometer. (Further Information.) Tender documents now available. E.S.B. 22214/68.*

(114/68) Graphite Powder. (Further Information.) Tender documents now available. E.S.B. 22215/68.*

(114/68) Masonry Saw. (Further Information.) Tender documents now available. E.S.B. 22217/68.*

(114/68) Press. (Further Information.) Tender documents now available. E.S.B. 22218/68.*

(114/68) Carbon Powder. (Further Information.) Tender documents now available. E.S.B. 22219/68.*

(114/68) Balances. (Further Information.) Tender documents now available. E.S.B. 22221/68.*

(114/68) Magnesium Metal. (Further Information.) Tender documents now available. E.S.B. 22223/68.*

(114/68) Vacuum Pumps. July 15. E.S.B. 23391/68.*

(112/68) Steel Tubes for Bharat Earth Movers Ltd. July 5. E.S.B. 22907/68.*

Bharat Heavy Electricals Ltd.:

(114/68) Valves. (Further Information.) E.S.B. 16367/68.*

(114/68) Chamfering Machine. July 17. E.S.B. 23447/68.

(113/68) Circuit Breakers Transformers for Bihar State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 20480/68.*

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†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058. Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

Bokaro Steel Ltd.:
(113/68) Hot Metal Relining and Slag Ladle Spraying Equipment. July 8. E.S.B. 23331/68.
(115/68) Lime and Dolomite Kilns and Auxiliaries. (Further Information.) E.S.B. 20960/68.
(116/68) Caisson Gates and Haulage Machinery for Chief Engineer, Haldia Dock Project. August 5. E.S.B. 23624/68.
(116/68) Draw-Cut-Shaping Machines for Chittaranjan Locomotive Works. (Closing date not known.) E.S.B. 23641/68.*
(112/68) Technological Structures and Equipment for Controller of Stores and Purchase. July 3. E.S.B. 22903/68.
Damodar Valley Corporation:
(113/68) Transformers. (Further Information.) E.S.B. 20589/68.*
(113/68) Dust Collecting Plant. (Further Information.) E.S.B. 21481/68.*
(112/68) Rectifiers for Eastern Railways. August 3. E.S.B. 22587/68.
(115/68) Water Level Recorder for Executive Engineer, Ramgana River Project. August 20. E.S.B. 23454/68.
(113/68) Nitric Acid Production Plant for Fertilizer Corporation of India Ltd. (Further Information.) E.S.B. 21404/68.
(114/68) Electric Motors for Government of Maharashtra. July 19. E.S.B. 23400/68.
(116/68) Creep Strength Testing Machine for Hindustan Aeronautics Ltd. July 30. E.S.B. 23637/68.
(116/68) Tinning Equipment for Hindustan Cables Ltd. July 17. E.S.B. 23623/68.
Hindustan Shipyard Ltd.:
(113/68) Valves and Fittings in Ships. July 31. E.S.B. 23321/68.*
(114/68) Ships' Bulkhead Linings. July 29. E.S.B. 23323/68.*
(114/68) Testing Machine for Hindustan Steelworks Construction Ltd. (Further Information.) Tender documents now available. E.S.B. 20438/68.*
(114/68) Locomotive for Indian Oil Corporation Ltd. July 8. E.S.B. 23402/68.*
(114/68) Wharf Cranes for Madras Port Trust. August 2. E.S.B. 23372/68.*
U.P. State Electricity Board:
(113/68) Hydrogen Generating Plant and Equipment. July 31. E.S.B. 23326/68.*
(116/68) Semi-Trailer. September 26. E.S.B. 23638/68.

IRAN

(114/68) Cables for Imperial Iranian Land Forces. July 28. E.S.B. 23412/68.*
Iranian Tobacco Monopoly:
(115/68) Cigarette Filters. August 11. E.S.B. 23499/68.*
(115/68) Paper. August 13. E.S.B. 23500/68.*

IRAQ

(117/68) Radiosonde; Receiver/Transmitter; Balloons for Director-General of Civil Aviation. August 4. E.S.B. 24156/68.
(113/68) Permanent Way Equipment for Directorate-General of Railways, Baghdad. September 2. E.S.B. 22960/68.
(113/68) Oil Additives for Government Oil Refineries Administration. July 9. E.S.B. 22958/68.
(117/68) Weaving Equipment for Iraqi Carpets Co. (Nat.). July 3. E.S.B. 24154/68.
(117/68) Potato Starch for Iraqi Cement Co. (Nat.). July 18. E.S.B. 24151/68.
Iraqi Ports Administration - Basrah:
(117/68) Pipes. July 4. E.S.B. 24146/68.
(117/68) Insulating Materials. July 4. E.S.B. 24147/68.
(117/68) Steel Plates. July 11. E.S.B. 24148/68.
(117/68) Paint. August 1. E.S.B. 24149/68.
(117/68) Construction of Dwellings for Ministry of Agriculture (Cane Sugar Administration). July 11. E.S.B. 24155/68.
(116/68) Construction of Bridge and Approaches for Ministry of Communications. (Further Information.) Closing date postponed to August 24. E.S.B. 10635/68.
Ministry of Culture and Guidance:
(117/68) Construction of Antennas Foundations. July 4. E.S.B. 24152/68.
(117/68) Construction of Culture and Guidance Centre. July 20. E.S.B. 24153/68.
(117/68) Water Coolers for Ministry of Health. August 4. E.S.B. 24157/68.
(116/68) Power Supply for Ministry of Industry. August 21. E.S.B. 23605/68.
(114/68) Construction of Water Supply Project for Ministry of Municipalities and Works. August 17. E.S.B. 23406/68.
Ministry of Oil and Minerals:
(113/68) Electrical Cables. July 16. E.S.B. 22959/68.
(116/68) Steel Plates. July 6. E.S.B. 23606/68.
(116/68) Telephone Exchange for National Electricity Administration. July 6. E.S.B. 23603/68.
National Electricity Administration:
(116/68) Telephone Cables. July 16. E.S.B. 23604/68.
(117/68) Lamps. July 13. E.S.B. 24150/68.
(116/68) Water Supply Expansion Scheme for Purchases and Tender Committee. July 27. E.S.B. 23607/68.

IRISH REPUBLIC

(114/68) Sewerage and Sewage Disposal Scheme for Galway County Council. July 30. E.S.B. 23369/68.
(116/68) Construction of Water Supply Scheme for Kerry County Council. July 12. E.S.B. 23635/68.
(115/68) Construction of Swimming Pool for Shannon Free Airport Development Co. Ltd. (Pre-qualification.) E.S.B. 23498/68.

JORDAN

(112/68) Gas Masks for Civil Defence Department of Public Security. July 13. E.S.B. 22562/68.*
(116/68) Vee Belts for Jordan Phosphate Mines Co. July 6. E.S.B. 23613/68.*

LEBANON

(117/68) Irrigation Project for Lebanese Minister of Hydro-electric Resources. July 31. (Pre-qualification Information.) E.S.B. 24132/68.*

MALAGASY, REPUBLIC OF

(114/68) Construction of a School Complex for Directeur-General de l'Equipment et de l'Aeronautique. July 11. (Pre-qualification.) E.S.B. 23425/68.*

MALAWI

(115/68) Construction of Secondary Schools and Teacher Training College for Malawi Government. July 15. (Pre-qualification.) E.S.B. 23445/68.*

MALAYSIA

(112/68) Refrigeration Plant for Ministry of Agriculture and Co-operatives. July 3. E.S.B. 22572/68.*
National Electricity Board of the States of Malaya:
(113/68) Turbo Alternator. August 16. E.S.B. 23332/68.
(113/68) Boiler Unit. July 31. E.S.B. 23333/68.
(114/68) Microwave Scheme for Telecommunications Department. (Further Information.) E.S.B. 20385/68.*

MALTA

Treasury:
(115/68) X-ray Films and Chemicals. July 18. E.S.B. 23482/68.
(115/68) Anaesthetic. July 11. E.S.B. 23487/68.*
(115/68) Blankets. July 11. E.S.B. 23488/68.*
(115/68) Fenders. July 11. E.S.B. 23489/68.*

MEXICO

Mexican Federal Electricity Commission:
(117/68) Auxiliary Boilers; Steam Generators. July 12. E.S.B. 24129/68.*
(117/68) Chemical Dosing and Ancillary Equipment. August 1. E.S.B. 24130/68.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(113/68) Fire Clay; Bricks. July 11. E.S.B. 22971/68.*
(113/68) Steel Rims. July 10. E.S.B. 23974/68.*
(113/68) Pneumatic Tyres and Inner Tubes. July 4. E.S.B. 22975/68.

NEW ZEALAND

(114/68) Switchyard Equipment for Bechtel Corporation of America. July 30. E.S.B. 23408/68.
(115/68) Quartz Crystal Units for General Post Office. July 17. E.S.B. 23491/68.*
(115/68) Underground Cable and Accessories for Town Clerk, Tauranga City Council. July 12. E.S.B. 23494/68.*

PAKISTAN

(115/68) Pesticides for East Pakistan Agricultural Development Corporation. July 3. E.S.B. 23451/68.
(113/68) Pulp and Paper Mill for East Pakistan Forest Industries Development Corporation. (Further Information.) E.S.B. 23754/67.
East Pakistan Industrial Development Corporation:
(113/68) Metal Plate and Pipes. July 6. E.S.B. 23314/68.*
(113/68) Pumping Equipment. July 4. E.S.B. 23317/68.*
(116/68) Security Cash Vehicle for Pakistan Eastern Railway. July 12. E.S.B. 23629/68.*
(114/68) Steel Gas Pipes for Titas Gas Transmission and Distribution Company. E.S.B. 19676/68.*
West Pakistan Railway Board:
(114/68) Steam Cranes. July 30. E.S.B. 23379/68.
(114/68) Fuel Injection Pump. July 31. E.S.B. 23380/68.

PHILIPPINES, REPUBLIC OF

(113/68) Transformer for National Power Corporation. July 9. E.S.B. 22912/68.*

SEYCHELLES

(115/68) Construction of Airport for Ministry of Public Building and Works. Closing date not stated. E.S.B. 23422/68.

SINGAPORE, REPUBLIC OF

(115/68) Calico for Ministry of Health. July 8. E.S.B. 23492/68.*
(115/68) Tool Kits for Ministry of Interior and Defence. July 12. E.S.B. 2344/68.
(114/68) Gas Cookers for Public Utilities Board. July 9. E.S.B. 23415/68.*

SOUTH AFRICA

Cape Provincial Tender Board:
(115/68) Pharmaceuticals. July 9. E.S.B. 23483/68.*
(115/68) Pencils and Crayons. July 9. E.S.B. 23484/68.*
(115/68) Stationers' Sundries. July 12. E.S.B. 23485/68.*
(115/68) Artists Brushes. July 12. E.S.B. 23486/68.*
(113/68) Cable for State Tender Board. July 9. E.S.B. 22911/68.

TAIWAN

Central Trust of China:
(113/68) Payloader. July 3. E.S.B. 22961/68.*
(113/68) Decade Capacitor and Universal Bridge. July 4. E.S.B. 22956/68.*
(113/68) Microwave System Instruments. July 3. E.S.B. 22989/68.*
(113/68) Pen Recorder. July 3. E.S.B. 22990/68.*
(113/68) Electrical Instruments. July 4. E.S.B. 22992/68.*
(113/68) Arc Welders. July 5. E.S.B. 22993/68.*
(113/68) Electronic Equipment. July 5. E.S.B. 22994/68.*
(113/68) Valves. July 5. E.S.B. 22995/68.*
(113/68) Vacuum Tubes. July 5. E.S.B. 22996/68.*
(113/68) Hoses and Steel Bars. July 5. E.S.B. 22997/68.*
(113/68) Voltage Regulator. July 4. E.S.B. 22998/68.*
(113/68) Water Gauge Glasses. July 4. E.S.B. 22999/68.*
(113/68) Bentonite and Drilling Mud Additives. July 5. E.S.B. 23000/68.*

(*Continued on next page*)

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(113/68) Attenuator; Mica Capacitor. July 5. E.S.B. 23301/68.*
(113/68) Steel Towers. July 5. E.S.B. 23302/68.*
(113/68) Gas Cylinders. July 8. E.S.B. 23303/68.*
(113/68) Telecommunication Accessories. July 4. E.S.B. 23309/68.*
(113/68) Chloride. July 4. E.S.B. 23310/68.*
(113/68) Oil Testers. July 4. E.S.B. 23311/68.*
(113/68) Analysis Equipment. July 4. E.S.B. 23312/68.*
(115/68) Oscillographs. July 17. E.S.B. 23458/68.*
(115/68) Drilling Machine. July 12. E.S.B. 23464/68.*
(115/68) Cable Installation Tools and Equipment. July 12. E.S.B. 23465/68.*
(115/68) Workshop Supplies. July 12. E.S.B. 23466/68.*
(115/68) Potassium Carbonate. July 9. E.S.B. 23467/68.*
(115/68) Electronic Counter. July 12. E.S.B. 23468/68.*
(115/68) Ohmmeter. July 15. E.S.B. 23469/68.*
(115/68) Under Frequency Relay. July 17. E.S.B. 23470/68.*
(115/68) Pipes. July 12. E.S.B. 23471/68.*
(115/68) Zinc Plate. July 16. E.S.B. 23472/68.*
(115/68) Pump Tester. July 6. E.S.B. 23473/68.*
(115/68) Wire. July 12. E.S.B. 23479/68.*
(116/68) Electrical Equipment. July 8. E.S.B. 23635/68.*

THAILAND

Metropolitan Electricity Department:
(114/68) Circuit Breaker Control Boards. July 26. E.S.B. 23336/68.*
(117/68) Aerial Cable. July 30. E.S.B. 23662/68.*
(114/68) Steel Structural Posts; Concrete Posts Equipment for National Energy Department. July 19. E.S.B. 23353/68.
(116/68) Excavator for Port of Authority of Thailand. August 2. E.S.B. 23661/68.*
State Railway of Thailand:
(114/68) Permanent Way Equipment. July 8. E.S.B. 23426/68.
(114/68) Bogies. July 4. E.S.B. 23427/68.*
(114/68) Bogies. July 3. E.S.B. 23428/68.*
(117/68) Checking and Testing Apparatus for Telephone Organization. July 3. E.S.B. 23646/68.

Thailand Tobacco Monopoly:
(114/68) Cellulose Tear Strip. July 4. E.S.B. 23433/68.
(114/68) Tartaric Acid. July 3. E.S.B. 23432/68.

TURKEY

(114/68) Fire Hose for Deniz Kuvvetleri Komutanligi. August 1. E.S.B. 23378/68.*
(114/68) Autotransformers for Etibank. August 13. E.S.B. 23388/68.
(115/68) Capacitor Banks for Etibank Genel Mudurlugu. August 6. E.S.B. 23436/68.
(114/68) Stamp Cancellation and Franking Machines for PTT Genel Mudurlugu. July 12. E.S.B. 23363/68.*
(115/68) Telecommunication Equipment for State Railways Administration. July 5. E.S.B. 23435/68.*
(116/68) Machinery and Equipment for Turkish Navy Authorities. July 15. E.S.B. 23999/68.*

URUGUAY

AFE (Uruguayan State Railways):
(114/68) Screws, Nuts and Washers. First call July 9, second call July 17. E.S.B. 23394/68.
(114/68) Powdered Red Lead. First call August 7, second call August 14. E.S.B. 23395/68.
(114/68) Light Bulbs for AMDET (Municipal Transport Corporation.) July 9. E.S.B. 23396/68.
(114/68) Fertilisers for ANCAP (State Oil and Alcohol Monopoly.) July 17. E.S.B. 23398/68.
(114/68) Lease of Dredger for ANP (National Ports Administration.) First call July 15, second call July 22. E.S.B. 23397/68.

VIETNAM

(116/68) Cranes and Hoists for Industrial Development Centre. August 31. E.S.B. 24284/68.*

ZAMBIA

Central Supply and Tender Board:
(113/68) Fire Fighting Equipment. July 12. E.S.B. 22952/68.*
(113/68) Borehole Casing. July 12. E.S.B. 22953/68.*
(113/68) Raiseonts. July 12. E.S.B. 22954/68.*
(113/68) Transmission and Receiving System. July 5. E.S.B. 23590/68.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Afghanistan
(115/68) Inquiry for cotton wool plant. E.S.B. 23705/68.

Algeria
(113/68) Inquiry for confectionery wrapping paper. E.S.B. 23288/68.
(113/68) Inquiry for toy balloon making machine. E.S.B. 23549/68.

Argentina
(115/68) Agency inquiry for road building equipment. E.S.B. 23588/68.

Australia
(115/68) Agency inquiry for drawing office machinery and supplies. E.S.B. 23508/68.
(113/68) Manufacture under licence – fire proof doors. E.S.B. 23507/68.
(115/68) Inquiry for irrigation meters; power transmission equipment. E.S.B. 24014/68.
(115/68) Inquiry for printing machinery E.S.B. 23706/68.
(115/68) Inquiry for shortbreads. E.S.B. 23948/68.

Australia – Waiver of British Preference
(113/68) Inquiry for outerwear linking machine. E.S.B. M/6/68.
(113/68) Inquiry for device for holding papers. E.S.B. M/7/68.

†For further details of the 'Export Service Bulletin' see page 1880.

(113/68) Inquiry for metal band saw machine. E.S.B. S/3/68.
(113/68) Inquiry for snake chain making machine. E.S.B. S/2/68.
(113/68) Inquiry for sulphamic acid technical. E.S.B. S/1/68.
(114/68) Inquiry for cable and accessories. E.S.B. A/5/68.
(114/68) Inquiry for casting machine. E.S.B. M/21/68.
(114/68) Inquiry for diemonium iodide. E.S.B. M/20/68.
(114/68) Inquiry for gas turbine generating set. E.S.B. A/6/68.
(115/68) Inquiry for circuit breakers; transformers and associated plant. E.S.B. A/8/68.
(115/68) Inquiry for sawing motor. E.S.B. M/8/68.
(116/68) Inquiry for bearing fitting tool. E.S.B. S/14/68.
(116/68) Inquiry for light aircraft. E.S.B. S/15/68.

Austria
(114/68) Agency inquiry for diesel engines; dumpers. E.S.B. 23861/68.
(114/68) Agency inquiry for dresses and skirts. E.S.B. 23117/68.
(113/68) Inquiry for doors; windows. E.S.B. 21231/68.
(113/68) Inquiry for women's and children's shoes. E.S.B. 23838/68.
(114/68) Inquiry for ties. E.S.B. 23853/68.

Bahamas
(115/68) Inquiry for beer; wines and spirits. E.S.B. 23994/68.
(115/68) Inquiry for steel roller doors. E.S.B. 23976/68.

Barbados
(113/68) Agency inquiry for doors; hardboard sheets; motor accessories. E.S.B. 7559/68.
(114/68) Inquiry for water cylinders. E.S.B. 23884/68.

Botswana
(116/68) Inquiry for electric cookers. E.S.B. 23862/68.

Bulgaria
(113/68) Inquiry for hydrate lime production plant. E.S.B. 23509/68.
(113/68) Inquiry for soda ash production plant. E.S.B. 23509/68.
(113/68) Inquiry for regeneration of germanium and indium waste equipment. E.S.B. 23509/68.
(113/68) Inquiry in respect of consultancy services. E.S.B 23510/68.

Canada
(113/68) Agency inquiry for automotive accessories; bathroom scales; bell timers; garden tools; hand tools; hardware; housewares. E.S.B. 23041/68.
(113/68) Agency inquiry for canned foodstuffs; jams, jellies and marmalades; non-food grocery store items; relishes. E.S.B. 23027/68.
(116/68) Agency inquiry for tinned cakes. E.S.B. 23828/68.
(113/68) Inquiry for feed mixers. E.S.B. 17917/68.
(113/68) Manufacture under licence – hydraulic and pneumatic products. E.S.B. 11878/68.
(114/68) Inquiry for hospital equipment. E.S.B. 23255/68.
(114/68) Inquiry for surgeons rubber gloves; safety gloves. E.S.B. 23824/68.
(114/68) Inquiry for winches. E.S.B. 23801/68.
(115/68) Inquiry for light industrial products. E.S.B. 19605/68.
(115/68) Inquiry for key cases; purses; wallets. E.S.B. 24071/68.
(116/68) Inquiry for beachwear; swimwear; sportswear. E.S.B. 23545/68.

Ceylon
(113/68) Inquiry for canning plant; soluble coffee making machinery. E.S.B. 23796/68.

Costa Rica
(113/68) Inquiry for asbestos cover making machinery. E.S.B. 23741/68.

Dominican Republic
(114/68) Law No. 299 – Industrial Incentive and Protection. E.S.B. 1209/G.

Finland
(114/68) Agency inquiry for plastic raw material; valves. E.S.B. 23260/68.
(116/68) Agency inquiry for curtain fabrics; terry towels. E.S.B. 23708/68.
(114/68) Inquiry for anti-fire sprinklers; bomb shelter equipment; swimming pool equipment and fittings. E.S.B. 23892/68.

France
(113/68) Agency inquiry for builders hardware. E.S.B. 23274/68.
(113/68) Agency inquiry for cardan transmissions and equipment; folding brakes; shearing machines. E.S.B. 23593/68.
(114/68) Agency inquiry for cutting tools. E.S.B. 23272/68.
(114/68) Agency inquiry for grinding machines; lathes. E.S.B. 23552/68.
(115/68) Agency inquiry for children's and babies' clothing; corsets and brassieres; men's and women's pullovers; shirts. E.S.B. 23513/68.
(115/68 Inquiry for fish defreezing units. E.S.B. 23873/68.

Germany, Federal Republic of
(113/68) Inquiry for rags. E.S.B. 23534/68.
(116/68) Inquiry for gardening implements. E.S.B. 24065/68.
(116/68) Manufacture under licence – lawn mower. E.S.B. 23959/68.

Hong Kong
(114/68) Agency inquiry for sportswear; swimwear and beachwear. E.S.B. 23285/68.
(114/68) Inquiry for women's overcoatings and suitings. E.S.B. 23294/68.
(116/68) Inquiry for domestic electrical fittings. E.S.B. 24211/68.

Iraq
(115/68) Inquiry for refrigerators. E.S.B. 23506/68.

Irish Republic
(113/68) Agency inquiry for silk dress fabrics. E.S.B. 2978/68.
(114/68) Agency inquiry for industrial filters. E.S.B. 22607/68.

Israel
(113/68) Agency inquiry for chalk; drawing and surveying equipment; drawing and tracing papers; self-adhesive tapes. E.S.B. 14567/68.
(114/68) Agency inquiry for piece-goods. E.S.B. 45538/67.
(115/68) Inquiry for electric motors; overload relays; waterproof switches. E.S.B. 23750/68.

Italy
(113/68) Agency inquiry for leather upholstery; plastic trimmings. E.S.B. 23599/68.
(113/68) Agency inquiry for sweets; sweetmeats. E.S.B. 23290/68.
(113/68) Agency inquiry for wallpaper. E.S.B. 23154/68.
(114/68) Agency inquiry for grinding machines; presses. E.S.B. 23589/68.
(115/68) Agency inquiry for construction kits. E.S.B. 23210/68.
(115/68) Agency inquiry for suitings; wool fabrics. E.S.B. 23769/68.
(113/68) Inquiry for frozen whiting. E.S.B. 23284/68.
(113/68) Inquiry for metal furniture making equipment; painting process plant. E.S.B. 23702/68.
(115/68) Inquiry for smoked salmon. E.S.B. 23832/68.

Jamaica
(114/68) Inquiry for press. E.S.B. 23220/68.

Japan
(113/68) Agency inquiry for carpets; socks. E.S.B. 20783/68.
(114/68) Agency inquiry for knitted fabrics; woollen suiting. E.S.B. 23586/68.
(115/68) Agency inquiry for suitings. E.S.B. 23516/68.

Jordan
(113/68) Agency inquiry for switchgear. E.S.B. 23761/68.
(114/68) Agency inquiry for duplicating machines and supplies. E.S.B. 23804/68.

Jordan/Libya
(114/68) Economic Agreement. E.S.B. 1209/G.

Kenya
(114/68) Agency inquiry for pistons; piston rings and pins; shackle pins. E.S.B. 21026/68.

Lebanon
(113/68) Agency inquiry for concrete vibrators; diesel marine engines; builders' hoists; tower cranes. E.S.B. 16961/68.
(114/68) Agency inquiry for carpets and moquettes; furnishing fabrics; wallpaper. E.S.B. 23106/68.
(114/68) Agency inquiry for dress fabrics; woollen and worsted suitings. E.S.B. 23783/68.
(115/68) Inquiry for building materials and supplies. E.S.B. 22445/68.

Mexico
(116/68) Manufacture under licence – compressed air systems equipment; lubricating systems equipment. E.S.B. 23520/68.

New Zealand
(114/68) Agency inquiry for stencil material. E.S.B. 23248/68.
(115/68) Agency inquiry for adhesive dressings. E.S.B. 20703/68.
(115/68) Inquiry for universal raschel machine. E.S.B. 22480/68.
(116/68) Inquiry for decorative laminating papers. E.S.B. 24209/68.

Puerto Rico
(114/68) Inquiry for chains and sprockets. E.S.B. 19484/68.
(115/68) Inquiry for turbine pumps. E.S.B. 24201/68.

Saudia Arabia
(113/68) Agency inquiry for sanitary-ware. E.S.B. 22387/68.

Singapore, Republic of
(113/68) Agency inquiry for building materials. E.S.B. 23292/68.

Singapore/Malaysia
(114/68) Special Aid. C.R.E. 21776/G.

South Africa
(113/68) Agency inquiry for static invertors. E.S.B. 23504/68.
(115/68) Agency inquiry for compressors. E.S.B. 23894/68.

Sweden
(113/68) Agency inquiry for forgings; pressings. E.S.B. 23252/68.
(114/68) Agency inquiry for antennae; circuit breakers; compasses and course plotters; earphones and microphones; transistor amplifiers; helmets. E.S.B. 23249/68.
(114/68) Agency inquiry for cutlery. E.S.B. 23234/68.
(113/68) Inquiry for floor and wall coverings. E.S.B. 22392/68.

Switzerland
(113/68) Agency inquiry for dresses, suits and two-pieces. E.S.B. 23241/68.
(113/68) Agency inquiry for dressing gowns. E.S.B. 23701/68.
(113/68) Agency inquiry for yarns. E.S.B. 22165/68.
(114/68) Agency inquiry for knitwear. E.S.B. 23254/68.
(115/68) Inquiry for reproduction antique and domestic clocks. E.S.B. 23885/68.

Thailand
(115/68) Agency inquiry for television sets. E.S.B. 23811/68.
(116/68) Agency inquiry for nickel chloride; nickel products; nickel sulphate. E.S.B. 23289/68.
(114/68) Inquiry for curtaining materials. E.S.B. 23596/68.

Trinidad/Tobago
(116/68) Inquiry for dental and X-ray requisities; dressings; medicines; pharmaceutical and hospital sundries; surgical instruments. E.S.B. 4893/68.

Uganda
(114/68) Agency inquiry for adhesives; bedding body filler paste; clothing and clothing materials; handbags; household textiles; stationery. E.S.B. 22644/68.
(115/68) Inquiry for motor vehicle components; processing machinery; motor vehicle replacement parts. E.S.B. 20759/68.

United Arab Republic (Egypt)
(114/68) Inquiry for automatic oil burner and controls. E.S.B. 23517/68.

United States of America
(113/68) Agency inquiry for chemicals; chemical compounds; pigments. E.S.B. 5042/68.
(115/68) Agency inquiry for ball bearings; oil seals; roller bearings; silent chain; 'V' belt pulleys. E.S.B. 20609/68.
(113/68) Inquiry for adhesive car badges; stoneguards. E.S.B. 23837/68.
(113/68) Inquiry for bimetal thermometers. E.S.B. 23572/68.
(113/68) Inquiry for steel scaffolding equipment. E.S.B. 23187/68.
(114/68) Inquiry for copper conductor sheet. E.S.B. 23805/68.
(115/68) Inquiry for camping equipment; fishing equipment; tents. E.S.B. 22633/68.
(115/68) Manufacture under licence – air frames; jet engine components. E.S.B. 23007/68.

Various
(114/68) Ministry of Overseas Development – Consultancy Services. G.D. 3363/G.

Venezuela
(115/68) Agency inquiry for silver and plated cutlery. E.S.B. 23745/68.

Zambia
(113/68) Inquiry for pineapple canning line. E.S.B. 15513/68.

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MARTINS BANK

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the June 14 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page viii of June* 14 *issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel* 01-248 5757).

Seven country tour

MR. PETER FORD, chairman, British National Export Council Committee for Latin America and president of the British Industrial Exhibition to be held in Sao Paulo next March leaving London Airport for a seven country tour of South America. Mr. Ford's first stop will be Brazil, where he will hold further discussions regarding The British Industrial Exhibition, in which some 200 British companies are expected to take part.

The exhibition, organized by Industrial & Trade Fairs International Ltd. will be the first held in Brazil for nearly 40 years.

Export boost by Pirelli

MR. T. K. J. HARFIELD, Pirelli's webbing sales manager, is currently in the United States on a five-week export boost trip, which will also embrace Canada. During his visit he will see distributors and customers in the motor and furniture industries in an effort to net bigger export orders. Among his calls will be the Kroehler Company, Chicago, who last year ordered over a million feet of the flat rubber sandwiched textile spring.

The United States and Canada took several million feet of the Burton-on-Trent-made webbing last year and are the company's biggest customers for the product.

Three weeks tour of North America

CURRENTLY on a three weeks sales tour of the United States and Canada is Mr. V. L. Morgan, chairman of Snakpak Food Products Ltd., and a director of Smiths Food Group Ltd. He will visit Minneapolis – where he will make an exchange call on General Mills Ltd., a member of the Smith Group Holding Co. – Dallas, Texas; Atlanta and Columbus, Georgia; Philadelphia; Norfolk, Virginia; Edenton, North Carolina; Cleveland, Ohio; Boston, Mass.; Concorde, and finally Toronto.

During his visit to the United States Mr. Morgan will make a study of peanut processing equipment.

Malta and Middle-East sales visit

MR. A. N. GEORGE, a partner in the Birmingham firm of George and Burdon is on a sales tour of Malta, Kuwait, Abu Dhabi, Tehran and Bahrain. As an export agent authorized to act for Discatron Ltd. of Birmingham, he will concentrate on the sales of the firms products – portable record players, radiograms, and cassette players. On a recent tour of other countries in the Middle East Mr. George obtained a substantial order from Algeria for Discatron products. He is due to return on July 30.

Middle East tour

MR. F. WILDMORE, deputy managing director of Ruston-Bucyrus Limited, has returned to Britain following a sales tour of the Middle East. The tour included final negotiations on a number of contracts which could bring nearly £500,000 worth of new crane and excavator orders for the Lincoln company. Ruston-Bucyrus has already completed orders worth over £150,000 for the area this year.

Mr. Wildmore said in Kuwait that Ruston-Bucyrus was intensifying sales efforts in the area to take full advantage of the improving market for capital equipment. 'The market' he added 'is one of the world's most competitive, but there are tremendous opportunities for many British manufacturers'.

Tour of Continental resorts

MR. JOHN DICK of Hachette Gotch has left on a tour of holiday resorts in Spain, Majorca, Ibeza and Portugal. 'The purpose of his visit,' said Mr. Jack Moss, general manager of Hachette Gotch, 'is to get extra business for British newspapers and magazines during the holiday season'. Mr. Dick is making a tour of wholesale and retail newsagents to plan for the holiday season and check on round-the-year trade.

Sales drive in Germany

ON the eve of his departure for Germany to launch an extensive sales drive, Mr. Peter Rowledge, managing director of Xpelair Limited, announced an increase of more than 20 per cent over the first quarter of 1967 in the export of extractor fans produced by the firm at its factory in Birmingham. He said the firm export 40 per cent of their total annual production and are hoping to increase this to 50 per cent by the end of the year.

The company's products which include domestic and commercial fans as well as cooker hoods and heating equipment, are sold throughout the world through a network of 200 agents and subsidiaries. In Belgium the company has a 40 per cent share of the market for domestic extractor fans and its sales in the Netherlands are not far short of this.

Already this year Xpelair executives have visited Belgium, Holland, Austria, Portugal, Spain and the Canary Islands, Sweden, Denmark and Norway in a bid for increased exports to these important markets. In addition the company has shown its products in exhibitions in six European countries and supports each of the Government's British Weeks overseas. It has, for the first time taken part in an exhibition in Russia and expects business to result from this venture.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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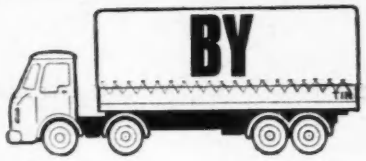

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Common organization of the market for sugar including the common organization as from July 1, 1968

THE *Journal Officiel des Communautés Européennes* No. L125, dated June 5, 1968, contains the text of a corrective to Regulation (CEE) No. 665/68 which establishes certain transitory measures in the sugar sector. An announcement about this Regulation was made under two separate headings in the *Board of Trade Journal* dated June 14, 1968 (see pages 1824 and 1826).

The French text of this corrective may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common organization of the market for cereals

THE TEXT OF the following Decision which affects trade in the cereals sector in the EEC has been published in the *Journal Officiel des Communautés Européennes*.

Decision 68/236/CEE authorizes France to apply particular intervention measures in the barley sector (*Journal Officiel* No. L126 dated June 6, 1968).

The French text of the above Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common organization of the market for eggs

THE TEXT OF the following Regulation which affects trade in the egg sector in the EEC has been published in the *Journal Officiel des Communautés Européennes* No. L129 dated June 11, 1968.

Regulation (CEE) No. 707/68 fixes the refunds as from June 1, 1968, for eggs in the shell exported in the form of goods not coming under Annex II to the Treaty of Rome.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for milk and milk products

THE *Board of Trade Journal* dated June 14, 1968, contained an announcement about the common organization of the market for milk and milk products.

The texts of the following Regulations and Decisions which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 692/68 modifies Regulation No. 41/67/CEE in so far as it concerns the advance fixing of levies and refunds for compound animal feedstuffs with a milk product or powdered milk base (*Journal Officiel* No. L126 dated June 6, 1968).

Regulation (CEE) No. 699/68 completes in so far as it concerns Austria, Regulation 887/67/CEE establishing the list of issuing organizations for certificates allowing imports of certain milk products to be classified under certain tariff headings (*Journal Officiel* No. L127 dated June 7, 1968).

Decision 68/237/CEE fixes the maximum amounts of refunds for certain milk products exported to third countries in the form of goods not coming under Annex II to the Treaty of Rome (*Journal Officiel* No. L127 dated June 7, 1968).

Decision 68/242/CEE fixes for June the first element of the variable element of the levy applicable to compound feedstuffs with a milk product base (*Journal Officiel* No. L129 dated June 11, 1968).

Decision 68/243/CEE fixes as from June 1, 1968, the amount of refunds to be granted for the quantity of cereals contained in compound feedstuffs with a milk product base and exported to third countries (*Journal Officiel* No. L129 dated June 11, 1968).

The rates for the levy or refund set up by Decisions 68/242 and 68/243 are published monthly in the *Journal Officiel* and details of these will not in future be published in the *Board of Trade Journal*. They may, however, be obtained, together with the French text of the above Decisions and Regulations on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

Common organization of the market for cattlemeat

THE *Board of Trade Journal* dated June 14, 1968 (page 1824) contains an announcement about the common organization of the market for cattlemeat.

EEC, *continued*

The text of the following Decision which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes* No. L129 dated June 11, 1968.

Decision 68/241/CEE fixes the maximum amount of refund valid for the export of live cattle to third countries.

The refunds set up by this Decision are published monthly in the *Journal Officiel* and details of them will not in future be published in the *Board of Trade Journal*. The rates may, however, be obtained together with the French text of the above Decision, on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Trade in certain products in the cereals and sugar sectors

THE *Board of Trade Journal* dated June 14, 1968 (page 1824), contained an announcement about Regulation (CEE) No. 666/68 which modifies Article 6 and annexes A and B of Regulation No. 217/67/CEE concerning the fixing of conditions for granting refunds on exports to third countries of certain agricultural products in the form of goods not covered by Annex II to the Treaty of Rome. Regulation 666/68 makes the following additions to Annexes A and B of Regulation 217/67,

Annex A

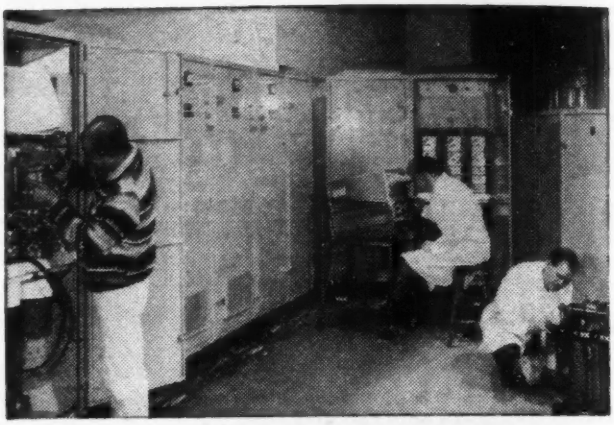
Common Tariff No.	Description of goods
29.04	Acyclic alcohols and their halogenated, sulphonated, nitrated or nitrosated derivatives: C. II. Mannitol, sorbitol.
29.16	Alcohol-acids, aldehyde-acids, ketone-acids, phenol-acids, and other single or complex oxygen-function acids and their anhydrides, acid halides, acid peroxides and peracids and their halogenated, sulphonated, nitrated or nitrosated derivatives: ex A. I. to VIII. Esters of mannitol and sorbitol. A. V. Gluconic acid, its salts and esters. ex A. VIII. Glyceric acid, gluconic acid, saccharonic acid, isosaccharonic acid, heptasaccharic acid, and their salts and esters.
29.35	Heterocyclic compounds, including nucleic acids: ex S. Compound anhydrides of mannitol or sorbitol (for example sorbitans) excluding maltol and isomaltol).
29.43	Sugars, chemically pure, other than sucrose, glucose and lactose; ethers and esters of sugar and their salts, other than products falling within heading Nos. 29.39, 29.41 and 29.42: ex B. Sorbose, its salts and esters, methyglucoside.
35.06	Prepared glues not elsewhere specified or included; products suitable for use as glues put up for sale by retail as glues in packages not exceeding a net weight of one kilogramme: ex A. II. Adhesives with a silicate or sodium emulsion base.
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries, not elsewhere specified or included: Q. II. Foundry core binders prepared with a base of synthetic resins. ex Q. IV. Products of sorbitol cracking.
39.02	Polymerization and copolymerization products (for example, polyethylene, polytetrahaloethylene, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins): ex C. Adhesives with a resin emulsion base.
39.06	Other high polymers, artificial resins and artificial plastic materials, including alginic acid, its salts and esters, linoxyn: ex B. Other excluding linoxyn.

Annex B

Common Tariff No.	Description of goods
29.04	Acyclic alcohols and their halogenated, sulphonated, nitrated or nitrosated derivatives: C. Polyhydric alcohols: II. Mannitol, sorbitol: (a) Mannitol. (b) Sorbitol: 1. In a water solution: (aa) containing not more than 2% of mannitol calculated on its degree of sorbitol. (bb) other: obtained from amyloid products. obtained from saccharose. 2. other: (aa) containing not more than 2% of mannitol calculated on its degree of sorbitol, (bb) other.

Further details and the French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO,

£200,000 SPANISH ORDER



Part of a £200,000 export order for solid state adjustable frequency static drives at Borg-Warner Controls, Wembley. Ninety drives, grouped in sets, have been supplied for the Fibras Esso, SA, synthetic fibre plant at Zaragoza, Spain.

FRANCE

Registration of trade marks

UNDER THE NEW French law on trade marks, which came into effect on August 1, 1965, the first applicant is entitled to register a trade mark and the mere use of a mark no longer confers any proprietary rights. The law provides for a three-year transitional period, which ends on July 31, 1968, during which persons who have used a trade mark prior to August 1, 1965, but have not registered it are given priority to register their marks. Under the new law trade marks are registered in respect of goods and services.

Companies who have used unregistered trade marks in France for goods and services prior to August 1, 1965, are strongly recommended to ensure that they are duly registered by July 31. Failure to do so could lead to registration and use by competitors. There is also a very real danger that unscrupulous persons might take advantage of the provisions of this law and register well-known commercial names with the idea of selling them back to the actual users; such practices have not been unknown under similar circumstances. The legal action necessary to redress such abuse would be long and expensive.

An English translation of the new law and of the decree applying the provisions of the law is available for consultation in the Foreign Patents Section of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors and provides a document-copying service. There are trade directories covering 150 countries and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, *Ext.* 368 *or Telex No.* 886143).

SPAIN

Customs tariff

IN THE *State Gazette* of June 10 the Spanish authorities announced the following modifications to certain sub-sections of their customs tariff:

Tariff heading	Description	Definitive duty	Transitory duty
28.38 A 11	Sulphates of lead	20%	16%
A 12	Other sulphates	15%	10·5%
28.40 A 1	Lead phosphites	20%	16%
56.01	Man-made fibres (discontinuous), not carded, combed or otherwise prepared for spinning:		
A 3	Acrylics	25%	15% with a specific minimum of 30 Ptas/net kilo
56.02	Continuous filament tow for the manufacture of man-made fibres (discontinuous):		
A 3	Acrylics	25%	14% with a specific minimum of 30 Ptas/net kilo
56.04	Man-made fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning:		
A 3	Acrylics	25%	14% with a specific minimum of 30 Ptas/net kilo
56.05	Yarn of man-made fibres (discontinuous or waste), not put up for retail sale:		
A 3	Acrylics	25%	21% with a specific minimum of 50 Ptas/net kilo

Note: The 40 per cent reduction in the transitory rate of duty for headings 56.01A, 56.02A and 56.04A which was notified in the *Board of Trade Journal* of December 29, 1967, page 1670, is cancelled in relation to 56.01A3, 56.02A3 and 56.04A3.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 462 or 460).

Importation of synthetic fibres

IN THE *Board of Trade Journal* of June 7, 1968, page 1770, certain information was given about Spanish regulations governing foreign trade in synthetic fibres: the following details may now be added:

For the purposes of foreign trade the commercial standards established must be met by continuous filaments, cut fibres, cables and tapes of parallel, artificial and synthetic fibres for textile and industrial use classified as follows:

1. *Artificial fibres*
   1 Viscose, 2 High modulus, 3 Acetate, 4 Triacetate, 5 Cuprammonium, 6 Proteic, 7 Alginate.
2. *Synthetic fibres*
   1 Acrylic, 2 Chlorine, 3 Fluofibres, 4 Modacrylic, 5 Polyamide, 6 Polyester, 7 Polyethylene, 8 Polypropylene, 9 Polyureas, 10 Polyurethane, 11 Vinyl, 12 Vinylester, 13 Glass fibre.

Each form of each product affected by these standards must fulfil its particular characteristics of commercial quality having regard to technical characteristics, condition of presentation (winding weight unit; knots; broken filaments and de-fibring; impurities; humidity; manufacturing defects), packing (maximum weight of unit package; materials used; condition of package) and marking, and so be categorized accordingly: extra, first, second or sub-normal grade. Details of standards for particular products will be supplied on request.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 462 or 460).

Duty-free quota

IN THE *State Gazette* of June 10 the Spanish authorities announced the establishment of a duty-free quota of cocoa beans (tariff heading 18.01). The quota is of 1,000 tons and will be in force until September 10, 1968.

(*Continued on next page*)

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SPAIN, *continued*

Duty suspension: soya beans

IN THE *State Gazette* of May 11, the Spanish authorities announced the extension of the import duty suspension on soya beans (Tariff Heading 12.01B3) until July 30, 1968.

SWITZERLAND

Increased import duty on diesel oil

BY A DECREE under the Federal Law of March 16, 1967, concerning the abolition of the favourable rates of duty on motor diesel oil and other fuels, the Swiss Federal Council have ordered the following amendments to be made to the import tariff with effect from April 1, 1968:

Tariff No.	Description of Goods	New rate of duty per 100 kg. gross	Old rate of duty per 100 kg. gross
2707	Oils and other products of the distillation of high temperature coal tar and similar products:		
10	For motors	S.Fr. 26·50	24·30
	Other oils and distillation products, such as phenol, creosote, napthalene and anthracene oils, etc.:		
30	for motors	S.Fr. 26·50	24·30
2709	Petroleum oils and oils obtained from bituminous minerals, crude:		
10	for motors	S.Fr. 26·50	24·30
2710	Petroleum oils and oils obtained from bituminous minerals (other than crude); preparations not elsewhere specified or included containing not less than 70% by weight of petroleum oils or of oils obtained from bituminous minerals, those oils being the basic constituents of the preparations:		
12	white spirit	S.Fr. 26·50	24·30
	Other products and distillates		
20	diesel oil	S.Fr. 26·50	
22	paraffin	S.Fr. 26·50	
24	others	S.Fr. 26·50	

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

FEDERAL REPUBLIC OF GERMANY

Export of meat and meat products

THE FEDERAL German authorities have removed the ban on imports of fresh meat and meat products derived from ruminating animals in Scotland. Such products may now be imported provided they originate from animals slaughtered after June 1, or, in the case of wild ruminants, from animals shot after that date.

Inquiries about this notice should be addressed to the Ministry of Agriculture, Fisheries and Food (Animal Health Division 1), Government Buildings, Hook Rise South, Tolworth, Surrey (Tel. 01-337 6611).

BELGIUM

Motor vehicle construction and use regulations

THE *Moniteur Belge* of March 28, contains two Royal Decrees, the first dated March 14, 1968, revising the regulations for road traffic, the second dated March 15, 1968, revising the regulations for locomotives and motor drivers, trailers. Both Decrees with certain exceptions came into force on June 15, 1968. The full text of the above Decrees (in French) may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408).

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems, (Addresses in June 14 issue.)

ALGERIA

Customs tariff modifications

THE ALGERIAN *Journal Officiel* of May 17, 1968, published the following details of modifications to the Algerian Customs Tariff. The new rates are effective as from May 17.

Tariff No.	Description	Statistical code	Tariff TMP	Tariff CEE	Tariff DC
Ex 34-01	Soap including medicated soap:				
	A. Ordinary soaps	34-01-01	30	35	40
		34-01-02	30	35	40
		34-01-03	30	35	40
	B. Toilet or perfumed soaps:				
	I. Stamped pieces	34-01-11	35	42·5	50
	II. Otherwise (sticks, powders, pastes, liquids, etc.)	34-01-12	50	55	60
	D. Other soaps	34-01-31	50	55	60
Ex 39-01 B	Other:				
	I. Phenoplasts:				
	(b) In other forms:				
	1. Non-polymerized:				
	Thread, plates, etc.	39-01-37	20	23·5	27
	2. Polymerized:				
	Thread, plates, etc.	39-01-38	20	23·5	27
	Other:				
	II. Aminoplasts:				
	(b) In other forms:				
	1. Non-polymerized:				
	Thread, plates, sheets, film, etc.	39-01-47	20	23·5	27
	2. Polymerized:				
	Thread, plates, sheets, film, etc.	39-01-48	20	23·5	27
	Other:				
	III. Alkyds and other polyesters:				
	Reinforced polyesters	39-01-55	40	43·5	47
	Other:				
	V. Polyamides:				
	In other forms	39-01-63	20	23·5	27
	Other:				
	VI. Polyurethanes:				
	Lumps, powders, granules	39-01-74	40	43·5	47
	Plates	39-01-75	40	43·5	47
	In other forms	39-01-76	40	43·5	47
Ex 39-02 B	Other:				
	I. Polyethylene:				
	(b) In other forms:				
	Melting at less than 115°C:				
	Plates, sheets	39-02-23	20	22	24
	Piping	39-02-24	40	42	44
	Thread, film, etc.	39-02-25	40	42	44
	Melting at 115°C or more:				
	Plates, sheets	39-02-26	20	22	24
	Piping	39-02-27	40	42	44
	Thread, film, etc.	39-02-28	40	42	44
	Other:				
	VI. Polystyrene and its copolymers:				
	(a) In one of the forms referred to in Note III (a) and (b) of this Chapter:				
	Plates and sheets of polystyrene and its copolymers	39-02-45	20	22	24
	(b) In other forms:				
	Thread, film, strip, etc., of polystyrene and its copolymers	39-02-46	20	22	24
	Other:				
	VII. Polyvinyl chloride:				
	(a) In one of the forms referred to in Note III (a) and (b) of this Chapter:				
	Polyvinyl chloride in other forms	39-02-54	20	25	30
	(b) In other forms:				
	Polyvinyl chloride in other forms	39-02-55	20	25	30
	Other:				
	X. Vinyl chloride copolymers and acetate:				
	Plates and sheets	39-02-63	20	25	30
	Other than plates and sheets	39-02-64	20	25	30
	Other:				
	XI. Polyvinyl alcohols, acetals and ethers:				
	(a) Butyral sheets	39-02-65	20	25	30
	Other:				
	XII. Acrylic polymers, methacrylic polymers, acrylomethacrylic copolymers:				
	Plates and sheets	39-02-68	20	25	30
	Other than emulsions, plates and sheets	39-02-69	20	25	30
	Other:				
	XIV. Other products of polymerization and copolymerization:				
	(b) In other forms:				
	1. Other polyvinyl esters (chloracetate, etc., other maleate-acetate vinyl copolymers, etc.), copolymers of vinyl esters and acrylic or methacrylic acid, polyvinylic ketones:				

Tariff No.	Description	Statistical code	Tariff TMP	CEE	DC
	Chloracetate, maleate-acetate, etc.: thread, plates, sheets, etc. .	39-02-88	20	23·5	27
	2. Other: Other products of polymerization or of copolymerization: thread, plates, sheets, etc. . .	39-02-89	20	23·5	27
Ex 39-07	Articles of materials of the kinds described in Heading Nos. 39-01 to 39-06, E. Of other materials: Articles of other materials obtained by moulding granules, powders, etc. .	39-07-71	40	43	46
	Waterproof clothing, hoods, aprons, etc., of other materials	39-07-73	40	43	46
	Other articles of other materials	39-07-74	40	43	46
49-10	Calendars of any kind, of paper or paperboard, including calendar blocks		100	106	112
69-10	Sinks, wash basins, bidets, water closet pans, urinals, baths and like sanitary fittings		20	26	32
74-15 B	Other articles		30	34	38

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

LIBYA

Classification of contractors in international registers

ACCORDING to the British Embassy in Tripoli, the Libyan Ministry of Public Works requires that applications for registration under the decree establishing a register of contractors should be entirely in Arabic. The note accompanying the application form, indicating the paid-up capital of the company, should be translated into Arabic also and attested by the Libyan Embassy in London. The other documents required may be in English.

A notice about this decree appeared in the *Board of Trade Journal* for April 12, 1968, page 1194.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2537), quoting CRE 22037/G.

TUNISIA

Temporary suspension of duties on cattle

THE TUNISIAN *Journal Officiel* of May 17 announced that the suspension of customs duties and taxes on the importation of cattle and sheep (of Tariff Nos. 01-02B and 01-04A respectively) was to be extended to December 31.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

ISRAEL

Tariff amendments

THE ISRAELI *Official Gazette* published extensive amendments to the Israeli Tariff on April 21, 1968. The duties on 523 items have been reduced from 5 per cent to 20 per cent. Reductions have been made to both specific and *ad valorem duties* and in some cases to both.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 420).

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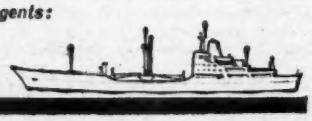


'SHOP WINDOW FOR EXPORTS'—A BOARD OF TRADE EXPORT FILM

A 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

MAURITIUS

Customs tariff amendments

THE BOARD OF TRADE has received a copy of a resolution of the Mauritius Parliament which revises a number of duties in the Mauritius Customs Tariff. The new rates came into effect on June 11. The resolution has two schedules, the first of which lists the items on which the rate of duty has been changed. The second schedule lists a number of new items which will replace existing items in the Tariff. Both schedules give the new rates of duty; they are reproduced below.

First schedule to the resolution

Tariff Item No.	Description	Unit	Rates of duty			
			From		To	
			General Tariff	Preferential Tariff	General Tariff	Preferential Tariff
012-01.1	Bacon and ham	from 100 kilos	Rs 20·00	Rs 15·00	30%	10%
023-01.1	Butter, fresh, whether salted or not, including melted	from 100 kilos	Rs 20·00	Rs 20·00	10%	10%
023-01.2	Ghee	from 100 kilos	Rs 20·00	Rs 20·00	10%	10%
024-01	Cheese	from 100 kilos	Rs 20·00	Rs 5·00	30%	10%
026-01	Natural honey	from 1 kilo	Re 0·75	Re 0·30	40%	20%
032-01.1	Fish and fish products (except crustacea, molluscs and salmon) in airtight containers	from 100 kilos	Rs 10·00	Rs 5·00	40%	20%
032-01.2	Crustacea and molluscs in airtight containers	from 100 kilos	Rs 35·00	Rs 30·00	40%	20%
032-01.2	Salmon in airtight containers	from 100 kilos	Rs 15·00	Rs 5·00	40%	20%
048-01	Groats, semolina and cereals: flaked, pearled or prepared in a manner not elsewhere specified ('prepared breakfast foods') including patent and proprietary foods	*Ad valorem*	25%	10%	40%	20%
048-03	Macaroni, spaghetti, noodles, vermicelli and similar preparations	*Ad valorem*	25%	10%	40%	20%
048-04	Bakery products (bread, biscuits, cakes, etc.)	*Ad valorem*	30%	15%	40%	20%
051-01	Oranges, tangerines and mandarines	from 100 kilos	Re 1·00	Re 1·00	10%	10%
051-02	Citrus fruits other than oranges, tangerines and mandarines	from 100 kilos	Re 1·00	Re 1·00	10%	10%
051-03	Bananas and plantains, fresh	from 100 kilos	Re 1·00	Re 1·00	10%	10%
051-04	Apples	from 100 kilos	Re 1·00	Re 1·00	10%	10%
051-05	Grapes	from 100 kilos	Re 1·00	Re 1·00	10%	10%
051-06	Other fresh fruits, n.e.s. (e.g. berries, melons, pineapples, figs, olives)	from 100 kilos	Re 1·00	Re 1·00	10%	10%
055-02	Vegetables, preserved or prepared (except dehydrated) in airtight containers (including all soups and vegetable juices)	*Ad valorem*	25%	10%	40%	20%
072-02	Cocoa powder	from 100 kilos	Rs 20·00	Rs 10·00	40%	20%
073-01.2	Chocolate other than chocolate confectionery	from 100 kilos	Rs 20·00	Rs 10·00	40%	20%
099-09.9	Food preparations, n.e.s., whether preserved or not	*Ad valorem*	25%	10%	40%	20%
651-01	Thrown silk and other silk yarn and thread (including schappe and bourette)		75%	25%	40%	20%
651-02	Yarn of wool and hair		30%	10%	40%	20%
651-03	Cotton yarn and thread, grey (unbleached), not mercerized		25%	5%	40%	20%
651-04	Cotton yarn and thread, bleached, dyed or mercerized		25%	5%	40%	20%
651-05	Yarn and thread of flax, hemp and ramie		12·5%	12·5%	20%	20%
651-06.1	Yarn and thread of synthetic fibres		75%	25%	40%	20%
651-06.2	Yarn and thread of spun glass		12·5%	12·5%	20%	20%
651-07	Yarn and thread of textile fibres mixed with metal		12·5%	12·5%	20%	20%
651-09.1	Paper yarn		25%	10%	40%	20%
651-09.9	Yarn of textile fibres, n.e.s.	*Ad valorem*	12·5%	12·5%	20%	20%
652-01	Cotton fabrics, grey, unbleached	*Ad valorem* or specific	25% or Re 0·25 per square metre	5% or Re 0·05 per square metre	40% or Re 0·30 per square metre	20% or Re 0·15 per square metre
652-02	Cotton fabrics other than grey (bleached, dyed, mercerized, printed or otherwise finished)	*Ad valorem* or specific	30% or Re 0·45 per square metre	10% or Re 0·20 per square metre	40% or Re 0·80 per square metre	20% or Re 0·40 per square metre
653-01	Silk fabrics	*Ad valorem* or specific to *ad valorem*	75% or Re 0·85 per square metre	25% or Re 0·35 per square metre	40%	20%
653-02	Woollen and worsted fabrics (including fabrics of fine hair)	*Ad valorem*	30%	10%	40%	20%
653-03	Linen, hemp and ramie fabrics	*Ad valorem* or specific to *ad valorem*	30% or Re 0·15 per square metre	10% or Re 0·20 per square metre	40%	20%
653-04	Fabrics of jute	*Ad valorem*	30%	10%	40%	20%
653-05	Fabrics of synthetic fibres and spun glass	*Ad valorem* or specific	75% or Re 0·85 per square metre	25% or Re 0·35 per square metre	40% or Re 1·00 per square metre	20% or Re 0·60 per square metre
653-06	Fabrics of textile fibres mixed with metal	*Ad valorem*	12·5%	12·5%	20%	20%
653-07.1	Knitted fabrics of silk or synthetic fibres	*Ad valorem* or specific to *ad valorem*	75% or Re 0·85 per square metre	25% or Re 0·35 per square metre	40%	20%
653-07.2	Knitted fabrics other than silk or synthetic fibres	*Ad valorem* or specific to *ad valorem*	30% or Re 0·45 per square metre	15% or Re 0·20 per square metre	40%	20%
653-09.1	Fabrics of paper yarn	*Ad valorem*	25%	10%	40%	20%
653-09.9	Fabrics, n.e.s. (including fabrics made of coarse hair)	*Ad valorem*	12·5%	12·5%	20%	20%
654-01.1	Tulle, lace and lace fabrics (including net and netting) of silk or synthetic fibre	*Ad valorem*	75%	25%	40%	20%
654-01.2	Tulle, lace and lace fabric (including net and netting) of other fibres	*Ad valorem*	35%	10%	40%	20%
654-02	Ribbons of silk and of synthetic fibres (including all narrow fabrics of silk and synthetic fibres)	*Ad valorem*	75%	25%	40%	20%
654-03	Ribbons (other than of silk and of synthetic fibres); trimmings, tapes and bindings of all fabrics, except elastic	*Ad valorem*	35%	10%	40%	20%
654-04.1	Embroidery in the piece, in stripe or in motifs, not including embroidered clothing and other embroidered made-up articles, of silk or synthetic fibres	*Ad valorem*	75%	25%	40%	20%
654-04.2	Embroidery in the piece, in stripe or in motifs, not including embroidered clothing and other embroidered made-up articles other than of silk or synthetic fibres	*Ad valorem*	35%	10%	40%	20%
655-01	Felts and felt articles, except hats and hoods for hats (hat bodies)	*Ad valorem*	12·5%	12·5%	20%	20%
655-05	Elastic fabrics, webbing and other small wares of elastic	*Ad valorem*	20%	12·5%	40%	20%
656-03.1	Blankets, travelling rugs and coverlets of cotton	*Ad valorem*	30%	10%	40%	20%
656-03.2	Blankets, travelling rugs and coverlets of wool	*Ad valorem*	30%	10%	40%	20%
656-03.3	Blankets, travelling rugs and coverlets of silk or synthetic fibre	*Ad valorem*	75%	25%	40%	20%
656-04.1	Bed linen, table-linen, toilet-linen and kitchen-linen of cotton	*Ad valorem*	30%	10%	40%	20%
656-04.2	Bed-linen, table-linen, toilet-linen and kitchen-linen of silk or synthetic fibre	*Ad valorem*	75%	25%	40%	20%
656-04.3	Bed-linen, table-linen, toilet-linen and kitchen-linen of other materials, n.e.s.	*Ad valorem*	12·5%	12·5%	20%	20%
656-05.1	Made-up curtains, draperies and made-up household articles, n.e.s., of cotton	*Ad valorem*	30%	10%	40%	20%

Tariff Item No.	Description	Unit	Rates of duty			
			From		To	
			General Tariff	Preferential Tariff	General Tariff	Preferential Tariff
656-05.2	Made-up curtains, draperies and made-up household articles, n.e.s., of silk and synthetic fibre	*Ad valorem*	75%	25%	40%	20%
656-05.3	Made-up curtains, draperies and made-up household articles, n.e.s., of other textile fabrics	*Ad valorem*	12·5%	12·5%	20%	20%
666-01	Table and other household and art articles wholly of ordinary baked clay or ordinary stoneware	*Ad valorem*	35%	10%	40%	20%
666-02	Table and other household (including hotel and restaurant) and art articles of faience or fine earthenware	*Ad valorem*	35%	10%	40%	20%
666-03	Table and other household (including hotel and restaurant) and art articles of chinaware or porcelain	*Ad valorem*	35%	10%	40%	20%
669-13	Household utensils of iron and steel whether enamelled or not	*Ad valorem*	30%	7·5%	40%	20%
699-15	Household utensils of base metals except iron, steel and aluminium	*Ad valorem*	35%	10%	40%	20%
699-16	Table and kitchen knives, forks and spoons of base metals, including plated	*Ad valorem*	35%	10%	40%	20%
699-17	Cutlery, n.e.s.	*Ad valorem*	35%	10%	40%	20%
721-02.1	Electric batteries for torches	*Ad valorem* or specific	25% or Re 0·50 per dozen or part thereof	10% or Re 0·20 per dozen or part thereof	40% or Re 0·20 per dozen or part thereof	20% or Re 0·60 per dozen or part thereof
721-02.2	Electric batteries, n.e.s. (accumulators included in 721-19)	*Ad valorem*	25%	10%	40%	20%
841-01.1	Stockings and hose of silk or synthetic fibres	*Ad valorem* or specific	75% or Re 0·30 per pair	25% or Re 0·15 per pair	40% or Re 0·30 per pair	20% or Re 0·20 per pair
841-01.2	Stockings and hose of other materials	*Ad valorem* or specific	30% or Re 0·15 per pair	5% or Re 0·10 per pair	40% or Re 0·30 per pair	20% or Re 0·20 per pair
841-02.1	Pyjamas, knit or made of knitted fabrics of silk or synthetic fibres	*Ad valorem* or specific	75% or Rs 3·00 per suit	25% or Rs 2·00 per suit	40% or Rs 2·40 per suit	20% or Rs 1·60 per suit
841-02.2	Pyjamas, knit or made of knitted fabrics of other materials	*Ad valorem* or specific	40% or Rs 2·00 per suit	15% or Rs 1·50 per suit	40% or Rs 2·40 per suit	20% or Rs 1·60 per suit
841-02.3	Underwear – singlets, undervests, knickers, shorts, drawers, knit or made of knitted fabrics of silk or synthetic fibres	*Ad valorem* or specific	75% or Re 0·50 each	25% or Re 0·20 each	40% or Re 0·50 each	20% or Re 0·30 each
841-02.4	Underwear – singlets, undervests, knickers, shorts, drawers, knit or made of knitted fabrics of other materials	*Ad valorem* or specific	30% or Re 0·25 each	5% or Re 0·10 each	40% or Re 0·50 each	20% or Re 0·30 each
841-02.5	Underwear and nightwear, n.e.s., knit or made of knitted fabrics of silk or synthetic fibres	*Ad valorem*	75%	25%	40%	20%
841-02.6	Underwear and nightwear, n.e.s., knit or made of knitted fabrics of other materials	*Ad valorem*	30%	5%	40%	40%
841-03.1	Outerwear, knit or made of knitted fabrics of silk or synthetic fibres	*Ad valorem* or specific	75% or Rs 1·00 per garment	25% or Re 0·50 per garment	40% or Re 0·60 per garment	20% or Re 0·40 per garment
841-03.2	Outerwear, knit or made of knitted fabrics of other materials	*Ad valorem* or specific	30% or Re 0·50 per garment	5% or Re 0·15 per garment	40% or Re 0·60 per garment	20% or Re 0·40 per garment
841-04.1	Pyjamas, other than knitted of silk or synthetic fibres	*Ad valorem* or specific	75% or Rs 3·00 per suit	25% or Rs 2·00 per suit	40% or Rs 2·40 per suit	20% or Rs 1·60 per suit
841-04.2	Pyjamas, other than knitted of other materials	*Ad valorem* or specific	40% or Rs 2·00 per suit	15% or Rs 1·50 per suit	40% or Rs 2·40 per suit	20% or Rs 1·60 per suit
841-04.3	Underwear – singlets, undervests, knickers, shorts, drawers other than knitted of silk or synthetic fibres	*Ad valorem* or specific	75% or Re 0·50 each	25% or Re 0·20 each	40% or Re 0·20 each	20% or Re 0·30 each
841-04.4	Underwear – singlets, undervests, knickers, shorts, drawers other than knitted, of other materials	*Ad valorem* or specific	30% or Re 0·25 each	5% or Re 0·10 each	40% or Re 0·50 each	20% or Re 0·30 each
841-04.5	Underwear and nightwear, n.e.s., other than knitted of silk or synthetic fibres	*Ad valorem*	75%	25%	40%	20%
841-04.6	Underwear and nightwear, n.e.s., other than knitted of other materials	*Ad valorem*	30%	5%	40%	20%
841-05.1	Shirts of silk or synthetic fibres excluding those commonly known as T shirts	*Ad valorem* or specific	75% or Rs 2·50 each	25% or Rs 2·25 each	40% or Rs 2·00 each	20% or Rs 1·80 each
841-05.2	Shirts of other materials excluding those commonly known as T shirts	*Ad valorem* or specific	40% or Rs 1·35 each	15% or Rs 1·25 each	40% or Rs 2·00 each	20% or Rs 1·80 each
841-05.3	Outerwear, n.e.s., of silk or synthetic fibres	*Ad valorem*	75%	25%	40%	20%
841-05.4	Outerwear, n.e.s., of other materials	*Ad valorem*	30%	5%	40%	20%
841-06	Leather coats and other leather clothing (not including gaiters, spats and leggings)	*Ad valorem*	30%	5%	40%	20%
841-07	Clothing of rubberized, oiled and similar impermable materials including plastics	*Ad valorem*	30%	5%	40%	20%
841-08	Hats and other headgear of wool felt and fur felt	*Ad valorem* or specific	30% or Rs 1·00 each	5% or Re 0·25 each	40% or Rs 1·40 each	20% or Rs 1·00 each
841-11.1	Caps	*Ad valorem* or specific	30% or Re 0·50 each	5% or Re 0·10 each	40% or Re 0·65 each	20% or Re 0·40 each
841.11-2	Hats and other headgear of silk or synthetic fibres	*Ad valorem*	75%	25%	40%	20%
841-11.3	Hats and other headgear, n.e.s., of materials other than wool felt and fur felt	*Ad valorem*	30%	5%	40%	20%
841-12.1	Gloves and mittens of silk or synthetic fibres	*Ad valorem*	75%	25%	40%	20%
841-12.2	Gloves and mittens of other materials (except rubber gloves)	*Ad valorem*	30%	5%	40%	20%
841-19.1	Handkerchiefs, other than silk or synthetic fibre	*Ad valorem* or specific	30% or Re 0·10 each	5% or Re 0·01 each	40% or Re 0·10 each	20% or Re 0·05 each
841-19.2	Handkerchiefs of silk or synthetic fibre	*Ad valorem* or specific	75% or Re 0·15 each	25% or Re 0·05 each	40% or Re 0·10 each	20% or Re 0·05 each
841-19.3	Clothing, n.e.s., of silk or synthetic fibre	*Ad valorem*	75%	25%	40%	20%
841-19.4	Clothing, n.e.s., of other materials	*Ad valorem*	30%	5%	40%	20%
842-01	Fur clothing, not including hats, caps or gloves	*Ad valorem*	30%	5%	40%	20%
899-01.1	Candles, wax	from 100 kilos to *ad valorem*	Rs 15·00	Rs 15·00	20%	20%
899-01.2	Candles, other	from 100 kilos to *ad valorem*	Rs 15·00	Rs 15·00	20%	20%
899-01.3	Tapers and articles of inflammable materials, n.e.s. (e.g. solidified alcohol, sulphured wicks)	*Ad valorem*	12·5%	12·5%	20%	20%
899-03.1	Umbrellas and parasols the fabric part of which contains 15% or more by weight of silk or synthetic fibres	*Ad valorem*	75%	25%	40%	20%
899-03.2	Umbrellas and parasols of other materials, walking sticks and similar articles	*Ad valorem*	12·5%	12·5%	40%	20%
899-04.1	Artificial flowers, foliage or fruit ornamented fans containing 15% or more by weight of silk or synthetic fibres	*Ad valorem*	75%	25%	40%	20%
899-04.2	Prepared ornamental feathers and articles made of feathers; artificial flowers, foliage or fruit; articles made of human hair; ornamented fans of other materials, n.e.s.	*Ad valorem*	30%	5%	40%	20%
899-05	Buttons and studs of all materials except those of precious metals and precious stones	*Ad valorem*	30%	5%	40%	20%
899-13	Brooms and brushes of all materials	*Ad valorem*	25%	10%	40%	20%

(*Continued on next page*)

MAURITIUS, *continued*

Tariff Item No.	Description	Unit	Rates of duty			
			From		To	
			General Tariff	Preferential Tariff	General Tariff	Preferential Tariff
899-15.2	Baby carriages	*Ad valorem*	12·5%	12·5%	20%	20%
899-15.4	Toys and games, n.e.s.	*Ad valorem*	25%	5%	40%	20%
899-16	Fountain pens, propelling pencils, penholders and pencil holders of all materials	*Ad valorem*	25%	10%	40%	20%
899-17	Office supplies (not paper), n.e.s.	*Ad valorem*	25%	10%	40%	20%

Second schedule to the resolution

Tariff Item No.	Description	Unit	Rate of duty	
			General Tariff	Preferential Tariff
112-01.1	Wine, still, not in bottles*	*Ad valorem* or specific	75% or Re 1·00 per litre	75% or Re 1·00 per litre
112-01.2	Wine, still, in bottles*	*Ad valorem* or specific	75% or Rs 4·00 per litre	75% or Rs 4·00 per litre
112-01.3	(i) Champagne	*Ad valorem* or specific	75% or Rs 10·00 per litre	75% or Rs 10·00 per litre
112-01.3	(ii) Other sparkling wines	*Ad valorem* or specific	75% or Rs 5·00 per litre	75% or Re 5·00 per litre
112-03.1	Beer, in bottles or other immediate containers of not more than 1 litre	Per litre	Rs 1·25 per litre	Re 1·10 per litre
112-03.2	Beer, other	Per litre	Re 1·05 per litre	Re 0·90 per litre
655-04.1	Electrical insulating tape of rubberized fabrics	*Ad valorem*	20%	10%
655-04.2	Rubberized and other impregnated fabrics and felts, except linoleums, n.e.s.	*Ad valorem*	40%	20%
831-01	Travel goods (trunks, suitcases, travelling bags, dressing cases, shopping bags, haversacks, packs and similar articles of all materials	*Ad valorem*	40%	20%
831-02	Handbags, wallets, purses, pocket books and similar articles of all materials	*Ad valorem*	40%	20%

*Bottles, including demi-johns and other similar containers.

The *Board of Trade Journal* of December 1, 1967 (page 1434) under the heading 'Mauritius – Surcharge on imports & c' gave notice that, *inter alia*, all customs duties levied in Mauritius would be subject to a temporary additional charge of 5 per cent of the normal duty payable. The resolution referred to above states that the items listed in the first and second schedules thereto will no longer be subject to this temporary additional charge.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

GHANA

Short-term debts

DETAILS OF the Bank of Ghana's plans for dealing with short-term debts were published in the *Board of Trade Journal* of March 29, 1968, pages 1027-1028. The Bank of Ghana have made their final review of the debt situation and have issued the statement which is reproduced below:

'The Bank of Ghana carried out its final review of the scheme for the settlement of arrears of current payments authorized by Exchange Control and were, as at May 31, 1966, awaiting foreign exchange cover. As a result, the Bank announces that foreign exchange cover will be provided forthwith to the commercial banks for the transfer of all remaining amounts that were due for transfer as at that date (May 31, 1966).

'The position after these payments will be that (apart from amounts due to the large creditors for which separate arrangements have been made) all transfers requested up to May 31, 1966, will have been covered.

'This announcement does not affect the separate arrangements with the large creditors, which continue as before.'

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3064).

ZAMBIA

Customs tariff changes

THE CUSTOMS AND EXCISE (Amendment) (No. 4) Act, 1968, published in the Zambia *Gazette* of June 1, amends, with effect from that date, the First Schedule to the Zambia Customs Tariff. The items affected and the new rate of duty are as follows:

Item	Goods	Duty
122	By the deletion of sub-paragraph (ii) of paragraph (b) of sub-item (1) and by the substitution therefor of the following sub-paragraph: (ii) Sheets and strips: plain, enamelled, galvanized or coated, flat or corrugated: not perforated or worked up in any way, n.e.e.	*ad val.* 30%

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Import licensing procedure

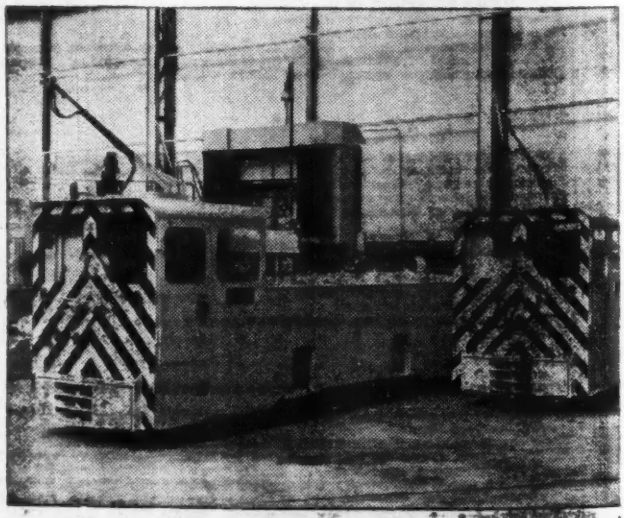
A NOTICE was published in the *Board of Trade Journal* of September 8, 1967 (page 607) reporting that as from September 1, 1967, import licences will not be required for goods imported into Zambia through Dar-es-Salaam.

Details of this amendment to the import licensing regulations were included in Statutory Instrument No. 297 issued on August 28, 1967. Under this Instrument, goods may be imported into Zambia via Dar-es-Salaam under open general licence (i.e. without an import licence) except for goods listed in the second schedule.

Statutory Instrument No. 222 of 1968, published in the Supplement to the Zambia Government *Gazette* dated May 31, 1968, adds, with effect from May 28, 1968, the following items to the second schedule:

(22) Rubber tyres and tubes ex Item 251 of the Customs Tariff.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).



These two 15-ton electric trolley locomotives, recently completed in the Leeds works of Greenwood and Batley, are now on their way to the Mufulira copper mines in Zambia.

Import control

As MENTIONED in last week's *Journal*, the Board of Trade has received copies of Ceylon Government Import Control Notices Nos. 5/68 and 6/68. These were contained in Ceylon *Government Gazette Extraordinary* No. 14,803/7 dated May 31, 1968, and are reproduced below.

IMPORT CONTROL NOTICE No. 5/68

IMPORT Control Notice No. 2/68 published in Government Gazette Extraordinary No. 14,800/3 of May 5, 1968, is hereby amended as follows:

1. *Delete* para 3 (iii) and substitute:
   '3 (iii) Special Actual User Licences for any group or class of industries for Category 'A' Imports may be issued at the instance of the Ministry of Industries and Fisheries or the Ministry of Home Affairs.'
2. *Add* new paragraph:
   '8 (i) Direct user licences may be issued to any person/s for import of any item not listed in Schedule III, and whether or not such items are listed in Schedules I or II.
   (ii) No licence fee will be levied in respect of these imports.'
3. (a) SCHEDULE I—Include the following new items:
   'Motor Gasoline (Regular).
   Motor Gasoline (Special).
   Illuminating Kerosene.
   Diesel oil (Industrial).
   Diesel oil (gas).
   Furnace (fuel) oil.
   Fuels for international bunkers.
   Aviation gasoline.
   Aviation turbine fuel.
   Aviation and marine lubricants.'
   (b) SCHEDULE II—Delete the following items:
   'Quota Item:
   168 Asphalt (bitumen) and related products.
   8 Brake fluid, starches and inulin, varnish solvents and thinners.
   76 Cordage, cables, ropes, twines and similar manufactures of textile materials.
   91 Spectacles excluding sunglasses and goggles.
   99 Brushes for painting including artists' and decorators' brushes.
   35 Aluminium and zinc corrugated roofing sheets.
   38 Implements and tools (other than agricultural, including engineer's tools, machine tools, saws, saw-blades, files and rasps.
   142B Seals and stoppers of base metals.'
   (c) SCHEDULE II—Include the following items:
   'Cement:
   8 Brake fluid.
   99 Brushes for painting including decorators' brushes.
   35 Corrugated roofing sheets of aluminium, zinc, iron or steel.
   (d) SCHEDULE III—As per details in Import Control Notice No. 6/68 published in *Government Gazette Extraordinary* No. 14,803/7 dated May 31, 1968.

Colombo, May 30, 1968.

V. J. H. GUNASEKARA,
Controller of Imports and Exports.

IMPORT CONTROL NOTICE No. 6/68

Amendment No. 1 to Open General Licence No. 1/68

The Schedule to Open General Licence No. 1/68 published in *Government Gazette Extraodinary* No. 14,800/4 of May 5, 1968 is hereby amended as follows:

	Column 1 Group		Column 2 Sub-Group		Column 3 Item	
1. *Include*	013	Meat in airtight containers, n.e.s., and meat preparations whether or not in airtight containers.	013.3	Meat extracts and meat juices	013.3	Infants' and invalids' foods of meat extracts and meat juices excluding essence of chicken and chicken cubes.
2. *Include*	048	Cereal preparations and preparations of flour and starch, of fruits and vegetables.	048.4	Bakery products, e.g. bread, biscuits, cakes	048.42.01	Biscuits approved by the Director of Health Services as being of special value in the treatment of specific diseases.
3. *Include*	099	Food preparations, n.e.s.	099.09	Other miscellaneous food preparations	099.09	Infants' and invalids' foods of vegetable extracts.
4. *Delete*	221	Oil seeds, oil nuts and oil kernels	221.8	Oil seeds, oil nuts, and oil kernels, n.e.s. (excluding flour and meal).	221.8.01	Mustard seed.
5. *Include*	242	Wood in the rough or roughly squared	242.2	Saw logs and veneer logs	242.2	Saw logs and veneer logs.
			242.9	Poles, piling, posts and other wood in the rough, n.e.s.	242.9	Piles, piling, posts and other wood in the rough, n.e.s.
6. *Include*	243	Wood, shaped or simply worked	243.2	Lumber, sawn, planed, grooved, tongued, etc.	243.2	Lumber sawn, planed, grooved, tongued, etc.
7. *Include*	251	Pulp and waste paper	251.2	Mechanical woodpulp for manufacture of paper	251.2	Mechanical woodpulp for manufacture of paper.
8. *Include*	292	Crude vegetable materials, n.e.s.	292.3	Vegetable materials of types primarily used for plaiting.	292.3.01	Canes and rattand.
9. *Delete*	512	Organic chemicals	512.1	Hydrocarbons and their halogenated, sulphonated, nitrated or nitrosated derivatives.	512.1	Hydrocarbons and their halogenated, sulphonated, nitrated or nitrosated derivatives.
			512.2	Alcohols, phenols, phenol alcohols, glycerine	512.21	Methyl-alcohol (methanol).
			512.24	Ethyl-alcohol, undenatured, of at least 80° strength and denatured.	512.24.02	Spirits denatured.
					512.24.03	Rectified spirits.
					512.24.99	Ethyl-alcohol, undenatured of at least 80° strength.
			512.26	Glycerol and glycerol lyes	512.26.01	Glycerine.
			512.5	Acids and their halogenated, sulphonated, nitrated or nitrosated derivatives.	512.51	Mono acids and derivatives.
					512.52	Poly acids and derivatives.
					512.53	Oxygen function acids and derivatives.
			512.9	Other organic chemicals	512.9	Other organic chemicals excludint camphor tablets.
and Substitute	512	Organic chemicals	512	Organic chemicals	512	Organic chemicals, excluding camphor and agro-chemicals.
10. *Delete*	513	Inorganic chemicals; elements, oxides and halogen salts.	513.1	Oxygen, nitrogen, hydrogen, rate gases	513.11	Oxygen.
					513.13	Hydrogen and rate gases.
			513.2	Chemical elements, n.e.s., excluding chlorine	513.23	Sulphur, sublimed or precipitated colloidal sulphur.
					513.25	Mercury.
					513.27	Carbon black.
					513.31	Hydrochloric and chlorosulphonic acids.
					513.33	Sulphuric acid, oleum.
					513.34	Nitric acid, sulphonitric acids.
					513.35	Phosphorous pentoxide and phosphoric acid.
					513.37	Boric oxide and boric acid.
					513.39	Other inorganic acids and oxygen compounds of non-metals or metalloids.
			513.5	Metallic oxides, of kinds principally used in paints.	513.5	Metallic oxides, of kinds principally used in paints.
			513.6	Other inorganic bases and metallic oxides, excluding caustic soda.	513.6	Other inorganic bases and metallic oxides, excluding caustic soda.
and Substitute	513	Inorganic chemicals; elements, oxides and halogen salts.	513	Inorganic chemicals; elements, oxides and halogen salts.	513	Inorganic chemicals; elements, oxides and halogen salts excluding chlorine, caustic soda, soap compounds, and agro-chemicals.
11. *Delete*	514	Other inorganic chemicals	514.1	Metallic salts and peroxy salts of inorganic acids.	514.1	Metallic salts and peroxy salts of inorganic acids, excluding caustic soda, chlorine and soap compounds.
			514.2	Other metallic salts and peroxy salts of inorganic acids.	514.2	Other metallic salts and peroxy salts of inorganic acids excluding soap compounds, caustic soda and chlorine.

(Continued on next page)

CEYLON, *continued*

	Column 1 Group	Column 2 Sub-Group	Column 3 Item
and Substitute	514 Other inorganic chemicals	514 Other inorganic chemicals	514 Other inorganic chemicals excluding chlorine, caustic soda, soap compounds and agro-chemicals.
12. *Delete*	533 Pigments, paints, varnishes and related materials	533.3 Prepared paints, enamels, lacquers, varnishes, artists' colours, siccatives (paint driers) and mastics.	533.32.03 Aniline dyes for dyeing textiles and wearing apparel. 533.33 Artists' colours. 533.35 Putty.
and Substitute	533 Pigments, paints varnishes and related materials	533.3 Prepared paints, enamels, lacquers, varnishes, artists' colours, siccatives (paint driers) and mastics.	533.32.03 Dyes for dyeing textiles and wearing apparel. 533.33 Artists' colours excluding printing inks (or colours), crayons and pastels.
13. *Include*	541 Medicinal and pharmaceutical products . .	541.9 Pharmaceutical products	541.91 Bandages, etc., impregnated or coated with pharmaceutical products. 541.99 Other pharmaceutical products, namely, surgical catgut and silk and artificial silk ligatures and sutures and parts; first aid outfits.
14. *Delete*	581 Plastic materials, regenerated cellulose and artificial resins.	581.1 Products of condensation, polycondensation and polyaddition (e.g. phenolasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyester silicones.	581.1.01 Plastic powders.
and Substitute	581 Plastic materials, regenerated cellulose and artificial resins.	581.1 Products of condensation, polycondensation and polyaddition (e.g. phenolasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyester silicones.	581.1.01 Plastic products in primary forms, namely, powders, granules, pellets, etc.
15. *Delete*	599 Chemical materials and products, n.e.s. . .	599.7 Organic chemical products, n.e.s. 599.9 Chemical products and preparations, n.e.s. .	599.99 Blacking for foundry (casting purposes, lime soda, getters for electric lamp bulbs, hardeners.
and Substitute	599 Chemical materials and products, n.e.s. . .	599.7 Organic chemical products, n.e.s. . . . . 599.9 Chemical products and preparations, n.e.s. .	599.75 Additives for fuels and lubricants. 599.99 Blacking for foundry (casting) purposes; lime soda; getters for electric lamp bulbs; hardeners; anti-rust products; anti-scaling compounds; anti-slip transmission belt preparations; carbides, metallic prepared mixtures of, non-sintered; carbon blocks, plates and bars; ceramic preparations for manufacture of artificial teeth; deodorants (excluding medicaments, disinfectants and preparations); hardening agents for glues; chemical ink removers in retail packings; dental plasters; stencil correctors in retail packings; varnishes, stencil correcting, in retail packings.
16. *Include*	641 Paper and paperboard	641.3 Kraft paper and kraft paperboard . . . 641.5 Machine-made paper and paperboard simply finished in rolls or sheets, n.e.s. 641.9 Paper and paperboard in rolls or sheets, n.e.s. .	641.3 Kraft paper, including sack kraft, in rolls or sheets. 641.5 Teleprint paper, tracing paper, blotting paper, cellophane paper. 641.9 Crepe paper, gum paper, grease-proof paper, leatherette paper, marble paper, clothlined paper for maps and charts, oil paper, flint paper, insulating paper and paperboard.
17. *Delete*	642 Articles made of paper pulp, paper or of paperboard.	642.9 Articles of paper pulp, paper or paperboard, n.e.s. (including paper and paperboard cut to size).	642.92 Duplicating paper, cut to size, packeted or boxed, stencil paper, cut to size.
and Substitute	642 Articles made of paper pulp, paper or of paperboard.	642.9 Articles of paper pulp, paper or paperboard, n.e.s. (including paper and paperboard cut to size).	642.92 Carbon and other copying paper, cut to size, excluding carbon paper. 642.93.01 Cellulose paper cut to size, filter paper.
18. *Delete*	651 Textile yarn and thread	651.3 Cotton yarn and thread grey (unbleached), not mercerized nor put up for retail sale where in the textile material weight, the cotton content predominates over that of any other single material except where the weight of silk, noil and other waste silk is more than 10%.	651.3 Cotton yarn, grey (unbleached), not mercerized nor put up for retail sale where in the textile material weight, the cotton content predominates over that of any other single textile material except where the weight of silk, noil and other waste silk is more than 10%.
19. *Include*	655 Special textile fabrics and related products .	651.4 Cotton yarn and thread, bleached . . . 655.6 Cordage, cables, ropes, twines and manufactures thereof (fishing nets, rope makers' wares).	651.4 Cotton yarn, bleached, dyed, mercerized. 655.6 Cordage, cables, ropes, twines and similar manufactures of textile materials, excluding nylon twine.
20. *Delete*	664 Glass	664.4 Cast, rolled, drawn or blown glass (including flashed or wired glass) in rectangles, surface ground or polished, but not further worked.	664.4.02 Sheet-window glass, unworked.
and Substitute	664 Glass	664.4 Cast, rolled, drawn or blown glass (including flashed or wired glass) in rectangles, surface ground or polished, but not further worked.	664.4.02 Sheet-window glass.
21. *Delete*	665 Glassware	665.1 Carboys, bottles, jars, flasks and similar containers, stoppers and other closures of glass (excluding kerosene cooker bottles and glass aerated water syphons).	665.1 Vacuum flask glass inners.
and Substitute	665 Glassware	665.1 Carboys, bottles, jars, flasks and similar containers, stoppers and other closures of glass.	665.1 Vacuum flask glass inners; infants' feeding bottles of common glass.
22. *Delete*	674 Universals, plates and sheets of iron or steel .	674 Universals, plates and sheets of iron or steel .	674 Universals, plates and sheets of iron or steel.
and Substitute	674 Universals, plates and sheets of iron or steel .	674 Universals, plates and sheets of iron or steel .	674 Universals, plates and sheets of iron or steel (excluding corrugated sheets).
23. *Include*	684 Aluminium	684.2 Aluminium and aluminium alloys, worked .	684.22 Plates, sheets and strips of aluminium (excluding corrugated sheets).
24. *Delete*	695 Tools for use in the hand or in machines . .	695.2 Other tools for use in the hand or in machines	695.2 Other tools for use in the hand or in machines excluding power operated tools and bench vices up to and including 6 in.
and Substitute	695 Tools for use in the hand or in machines . .	695.2 Other tools for use in the hand or in machines	695.2 Other tools for use in the hand or in machines including parts, excluding power operated tools and bench vices up to and including 6 in.
25. *Include*	698 Manufactures of metal, n.e.s.	698.5 Pins and needles of iron or steel and base metal fittings of a kind commonly used for articles of apparel, travel goods, etc.	698.52 Safety pins.
26. *Delete*	714 Office machines	714.2 Calculating machines, accounting machines and similar machines incorporating calculating device (excluding electronic computers) complete and parts. 714.3 Statistical machines (e.g. calculating from punched cards or tape excluding electronic computers and parts).	714.2 Calculating machines, accounting machines and similar machines incorporating calculating device (excluding electronic computers) complete and parts. 714.3 Statistical machines (e.g. calculating from punched cards or tape excluding electronic computers and parts).
and Substitute	714 Office machines	714.2 Calculating machines, accounting machines and similar machines incorporating a calculating device, complete and parts. 714.3 Statistical machines (e.g. calculating from punched cards or tape and parts).	714.2 Calculating machines, accounting machines and similar machines incorporating a calculating device, complete and parts. 714.3 Statistical machines (e.g. calculating from punched cards or tape and parts) complete and parts.
27. *Include*	717 Textile and leather machinery . . .	717.3 Sewing machines	717.3.03 Sewing machine needles.
28. *Delete*	719 Machinery and appliances (other than electric) and machine parts, n.e.s.	719.1 Heating and cooling equipment . . .	719.13 Furnace burners, mechanical stokers. 719.14 Industrial and laboratory furnaces and ovens, non-electrical.

	Column 1 Group	Column 2 Sub-Group	Column 3 Item
		719.5 Powered tools, n.e.s.	719.52.01 Woodworking machinery.
		719.6 Other non-electrical machines	719.63 Weighing machinery and weights thereof (excluding weights of 4 lb. and under; pocket spring balances, domestic scales and any other type of non-trade weighing instrument other than personal weighers). Only machines approved by Warden, Weights and Measures, could be imported.
			719.64.99 Spraying machinery, other, namely extinguishers, fire, hand-held.
and Substitute	719 Machinery and appliances (other than electrical) and machine parts, n.e.s.	719.1 Heating and cooling equipment	719.13 Furnace burners, mechanical stokers and parts.
			719.14 Industrial and laboratory furnaces and ovens, non-electrical, and parts.
		719.5 Powered tools, n.e.s.	719.52.01 Wood working machinery, complete and parts.
		719.6 Other non-electrical machines	719.63 Weighing machinery and weights thereof including parts (excluding weights of 4 lb. and under; pocket spring balances, domestic scales and any other type of non-trade weighing instrument other than personal weighers). Only machines approved by Warden, Weights and Measures, could be imported.
			719.64.99 Spraying machinery, other, namely extinguishers, fire, hand-held, and parts.
29. *Delete*	725 Domestic electrical equipment	725.5 Electrical space heating equipment, etc.	725.5.02 Hot plates, immersion heaters, electric kettles.
and Substitute	725 Domestic electrical equipment	725.5 Electrical space heating equipment, etc.	725.5.02 Hot plates, immersion heaters, electric kettles and parts.
30. *Include*	726 Electric apparatus for medical purposes and radiological apparatus.	726.1 Electro-medical apparatus	726.1 Electro-medical apparatus, complete and parts.
		726.1 X-ray apparatus.	726.2 X-ray apparatus, complete, and parts.
31. *Delete*	729 Other electrical machinery and apparatus	729.4 Automotive electric equipment	729.42 Electric lighting, etc., equipment for vehicles excluding cycle lighting dynamos.
		729.6 Electro-mechanical hand tools	729.6 Electrical mechanical hand tools excluding domestic floor polishers, portable mechanical tools permanently fitted with a base plate, stand or other device for mounting on the wall, bench or floor during operation, electrical lawn mowers; electro-mechanical domestic appliances; electrical shavers, hair clippers.
and Substitute	729 Other electrical machinery and apparatus	729.4 Automotive electrical equipment	729.42 Electric lighting, etc., equipment for vehicles.
		729.6 Electro-mechanical hand tools	729.6 Electrical mechanical hand tools, complete, and parts excluding domestic floor polishers; portable mechanical hand tools permanently fitted with a base plate, stand or other device for mounting on the wall, bench or floor during operation; electrical lawn mowers; electro-mechanical domestic appliances; electrical shavers, hair clippers.
32. *Delete*	732 Road motor vehicles	732.8 Bodies, chassis, frames and other parts of motor vehicles other than motor cycles (not including rubber tyres, engines, chassis with engines mounted, electrical parts).	732.89.02 Spare parts for motor vehicles, n.e.s., other than for motor cycles (excluding chassis and engines).
		732.9 Motor cycles, motorized cycles, complete, and their parts.	732.92 Parts solely for use of motor cycles, motorized cycles (excluding frames and engines).
and Substitute	732 Road motor vehicles	732.8 Bodies, chassis, frames and other parts of motor vehicles other than motor cycles (not including rubber tyres, chassis with engines mounted, electrical parts).	732.89.02 Spare parts for motor vehicles, n.e.s., other than for motor cycles (excluding chassis).
		732.9 Motor cycles, motorized cycles, complete, and their parts.	732.92 Parts solely for use of motor cycles, motorized cycles (excluding frames).
33. *Delete*	892 Printed matter	892.1 Books and pamphlets (including maps and globes), printed.	892.1 Books and pamphlets, printed.
and Substitute	892 Printed matter	892.1 Books and pamphlets (including maps and globes), printed.	892.1 Books and pamphlets (including maps and globes), printed.
34. *Delete*	894 Perambulators, toys, games and sporting goods	894.4 Other sporting goods	894.42 Requisites for outdoor sports, excluding fishing and hunting equipment, all sports nets and batting pads, gloves, volley balls, sports apparel, footwear, cricket stumps and rubber balls.
and Substitute	894 Perambulators, toys, games and sporting goods	894.2 Children's toys, indoor games, etc.	894.24 Requisites for indoor games (excluding parlour names), namely, for table tennis and billiards.
		894.4 Other sporting goods	894.4 Requisites for outdoor sports excluding hunting equipment, fishing nets and fishing lines, all sports nets and batting pads, gloves, volleyballs, sports apparel, footwear, cricket stumps and rubber balls.
35. *Delete*	899 Manufactured articles, n.e.s.	899.2 Basket work and other articles of plaiting materials, n.e.s., brooms, brushes, feather dusters and sieves.	899.24.99 Jewellers' brushes and brushes to be fitted to machinery.
and Substitute	899 Manufactured articles, n.e.s.	899.2 Basket work and other articles of plaiting materials, n.e.s., brooms, brushers, feather dusters and sieves.	899.24.99 Jewellers' brushes, brushes to be fitted to machinery and artists' brushes.

Colombo, May 30, 1968.

V. J. H. GUNASEKARA,
Controller of Imports and Exports.

Import Control Notice No. 2/68, which Import Control Notice No. 5/68 amends, appeared in the *Board of Trade Journal* of May 17, 1968 (page 1553). Import Control Notice No. 6/68 amends the Schedule to Open General Licence No. 1/68 (*Board of Trade Journal* of May 31, page 1695) and also Schedule III to Import Control Notice No. 2/68 (*Board of Trade Journal* of May 17, page 1554).

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

AUSTRALIA

Tariff changes

DETAILS ARE GIVEN below of changes made in the Australian Customs Tariff by customs tariff proposals which came into effect on April 4, 1968.

Components for tractors and earthmoving equipment

After Note 9 to Chapter 84 insert the following Notes:

The following components are specified for the purposes of paragraphs 84.22.11, 84.22.19, 84.23.11 and 84.23.19:

(a) hydraulic control valves;
(b) hydraulic pumps;
(c) pneumatic tyres and tubes;
(d) wheels and wheel centres of a kind usable with pneumatic tyres; and
(e) winches.

The following components are specified for the purposes of paragraphs 84.22.12 and 84.23.12:

(a) hydraulic control valves;
(b) hydraulic pumps;
(c) pneumatic tyres and tubes;
(d) wheels and wheel centres of a kind usable with pneumatic tyres;
(e) winches;
(f) fixed frames;
(g) fixed sub-frames; and
(h) other fixed strengthening members.

The following goods are specified for the purposes of paragraphs 84.22.41, 84.22.49, 84.23.21, 84.23.29 and 84.23.31:

(a) buckets;
(b) dippers;
(c) grabs;
(d) grapples;
(e) shovels; and
(f) other attachments of a kind similar to those specified in paragraphs (a) to (e) inclusive, that are used for the loading, excavating or picking up of goods or materials, as determined by the Minister.

Cylinder sleeves and sleeve assemblies, pistons and piston assemblies, and other parts for tractor engines

Omit paragraph 84.06.55.

After sub-paragraph 84.06.593, insert the following sub-paragraph:

		New Duties	
		General	Preferential
84.06.594	For use as original components in the assembly or manufacture of engines for use in goods of a kind falling within sub-item 84.22.1, 84.23.1, 87.01.2, 87.01.9 or 87.07.3	7½%	Free

Hydraulic pumps

After sub-item 84.10.6, insert the following sub-item:

84.10.7	Hydraulic pumps for use in agricultural tractors for the operation of agricultural implements	7½%	Free

Dryers for steam

Omit sub-item 84.17.1, insert the following sub-item:

84.17.1	Heat exchangers wholly or essentially of graphite or carbon	Free	Free

Omit sub-item 84.18.2, insert the following sub-item:

84.18.2	Filters specially designed for use with fuel injection equipment for compression ignition internal combustion engines; pressure filters, being porcelainware, for laboratories; dryers for steam .	7½%	Free

Omit paragraph 84.18.92.

Omit paragraph 84.18.93, insert the following paragraph:

84.18.93	Specially designed for use in the mining or metallurgical industries, not being goods falling within sub-item 84.18.2	30%	7½%

Filters for use as original components in tractor engines

Omit sub-paragraph 84.18.941, insert the following sub-paragraph:-

84.18.941	For use with steam or water turbines; for use as original components in the assembly or manufacture of engines for use in goods of a kind falling within sub-item 84.22.1, 84.23.1, 87.01.2, 87.01.9 or 87.07.3	7½%	Free

In sub-paragraph 84.18.944, omit 'sub-paragraph 84.18.942, 84.18.943 or 84.18.945', insert 'sub-paragraph 84.18.941, 84.18.942, 84.18.943 or 84.18.945'.

Bottling Machines or bagging machines

Omit sub-item 84.19.5.

Self-propelling bases for cranes, hoists, lifting, loading and unloading devices

Omit sub-item 84.22.1, insert the following sub-item:

		New Duties	
		General	Preferential
84.22.1	Self-propelling bases or units not further manufactured than the stage comprising the operator's hydraulic controls for the operation of working implements, that is to say, bases or units that are not those incorporating hydraulic rams, pivots or bosses for beams, beams for supporting working implements, working implements and like additions and ancillary equipment:		
84.22.11	Track-laying types	In respect of a component specified in note 10 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods – 7½%	In respect of a component specified in note 10 to this Chapter – the rate of duty that would apply to the component if it were imported separately; in respect of the remainder of the goods – Free
84.22.12	Other types that, in the opinion of the Minister, are derivatives of agricultural tractors.	In respect of a component specified in note 11 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods – 7½%	In respect of a component specified in note 11 to this Chapter – the rate off duty that would apply to the component if it were imported separately; in respect of the remainder of the goods – Free
84.22.13	Fixed frames, fixed sub-frames and other fixed strengthening members of a kind commonly used with self-propelling bases or units of a kind falling within paragraph 84.22.12 .	20%	10%
84.22.19	Other	In respect of a component specified in note 10 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods – 20%	In respect of a component specified in note 10 to this Chapter – the rate of duty that would apply to the component if it were imported separately; in respect of the remainder of the goods – 10%

Cranes: self-propelled loading and unloading machinery

Omit sub-items 84.22.3 and 84.22.4, insert the following sub-items:

84.22.3	Cranes, not falling within a preceding sub-item in this item; lifting devices for tipping lorries; lifting jacks:		
84.22.31	For use as original components in the assembly or manufacture of vehicles of a kind falling within sub-item 87.01.1, 87.02.1 or 87.03.9 . .	35%	27½%
84.22.32	Lifting jacks; lifting devices for tipping lorries, not falling within paragraph 84.22.31:		
84.22.321	Lifting jacks.	57½% or, if higher, $0·75 each	22½% or, if higher, $0·55 each
84.22.329	Other	37½%	27½%
84.22.33	Travelling and portable cranes, hand operated, not falling within paragraph 84.22.31	42½%	17½%

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757, *Ext.* 7146),

		New Duties	
		General	Preferential
84.22.39 84.22.391	Other: Track-laying cranes	45% less 1% for each ton, if any, by which the working weight of the machine exceeds 50 tons; or, if higher, 7½%	30% less 1% for each ton, if any, by which the working weight of the machine exceeds 50 tons
84.22.399	Other	35%	20%
84.22.4	Loaders and unloaders of the self-propelling kind:		
84.22.41	Loaders of a kind incorporating two-wheel drive, non-articulated, self-propelling bases.	In respect of a component specified in note 12 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods – 50%	In respect of a component specified in note 12 to this Chapter – the rate of duty that would apply to the component if it were imported separately; in respect of the remainder of the goods – 35%
84.22.42	Loading equipment of a kind forming part of loaders of a kind falling within paragraph 84.22.41 or 84.22.49 as follows: (a) buckets; (b) dippers; (c) grabs; (d) grapples; (e) shovels; and (f) other attachments of a kind similar to those specified in paragraphs (a) to (e) inclusive, as determined by the Minister.	35%	20%
84.22.49	Other	In respect of a component specified in note 12 to this Chapter – the rate of duty set out in this column that would apply to the component if imported separately; in respect of the remainder of the goods – 45%	In respect of a component specified in note 12 to this Chapter – the rate of duty that would apply to the component if it were imported seperately; in respect of the remainder of the goods – 30%

Agricultural, horticultural or viticultural machinery

Omit paragraph 84.22.92, insert the following paragraph:

84.22.92	Of a kind used solely or principally in agriculture, horticulture or viticulture.	27½%	5%

Earthmoving equipment

Omit item 84.23, insert the following item:

84.23	*Excavating, levelling, tamping, boring and extracting machinery, stationary or mobile, for earth, minerals or ores (including mechanical shovels, coal-cutters, excavators, scrapers, levellers and bulldozers); pile-drivers; snow-ploughs, not self-propelled (including snow-plough attachments):		
84.23.1	Self-propelling bases or units not further manufactured than the stage comprising the operator's hydraulic controls for the operation of working implements, that is to say, bases or units that are not those incorporating hydraulic rams, pivots or bosses for beams, beams for supporting working implements, working implements and like additions and ancillary equipment:		
84.23.11	Track-laying types	In respect of a component specified in note 10 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods – 7½%	In respect of a component specified in note 10 to this Chapter – the rate of duty that would apply to the component if it were imported separately; in respect of the remainder of the goods – Free

(*Continued on next page*)

Information about Australia and New Zealand

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AUSTRALIA, *continued*

		New Duties	
		General	Preferential
84.23.12	Other types that, in the opinion of the Minister, are derivatives of agricultural tractors.	In respect of a component specified in note 11 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods – 7½%	In respect of a component specified in note 11 to this Chapter – the rate of duty that would apply to the component if it were imported separately; in respect of the remainder of the goods – Free
84.23.13	Fixed frames, fixed sub-frames and other fixed strengthening members of a kind commonly used with self-propelling bases or units of a kind falling within paragraph 84.23.12 .	20%	10%
84.23.19	Other	In respect of a component specified in note 10 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods – 20%	In respect of a component specified in note 10 to this Chapter – the rate of duty that would apply to the component if it were imported separately; in respect of the remainder of the goods – 10%
84.23.2	Loaders, back hoes and composite loader/back hoe units of a working weight up to and including 45 tons of the self-propelling kind:		
84.23.21	Of a kind incorporating two-wheel drive, non-articulated, self-propelling bases.	In respect of a component specified in note 12 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods – 50%	In respect of a component specified in note 12 to this Chapter – the rate of duty that would apply to the component if it were imported separately; in respect of the remainder of the goods – 35%
84.23.22	Loading equipment of a kind forming part of goods of a kind falling within paragraph 84.23.21 or 84.23.29, as follows: (a) buckets; (b) dippers; (c) grabs; (d) grapples; (e) shovels; and (f) other attachments of a kind similar to those specified in paragraphs (a) to (e) inclusive, as determined by the Minister.	35%	20%
84.23.29	Other	In respect of a component specified in note 12 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods – 45%	In respect of a component specified in note 12 to this Chapter – the rate of duty that would apply to the component if it were imported separately; in respect of the remainder of the goods – 30%
84.23.3	Excavating, levelling and tamping machinery, not being goods falling within a preceding paragraph of this item:		
84.23.31	Of the shovel, back-filler, skimmer, grab or dragline kind or of a similar kind.	In respect of a component specified in note 12 to this Chapter – 35%; in respect of the remainder of the goods – 45% less 1% for each ton,	In respect of a component specified in note 12 to this Chapter – 20%; in respect of the remainder of the goods – 30% less 1% for each ton,

		New Duties	
		General	Preferential
		if any, by which the working weight of the machine exceeds 50 tons; or, if higher, 7½%	if any, by which the working weight of the machine exceeds 50 tons
84.23.39	Other	35%	20%
84.23.9	Other:		
84.23.91	Diamond drilling machines; coal cutting machines; rotary and percussive rock drills	7½%	Free
84.23.92	Augering machines; rock cutting machines or rock boring machines not falling within paragraph 84.23.91 .	30%	7½%
84.23.99	Other	55%	27½%

Sewing machines; furniture used with sewing machines, sewing machine needles

Omit item 84.41, insert the following item:

84.41	Sewing machines; furniture of a kind used solely or principally with sewing machines; sewing machine needles:		
84.41.1	Sewing machines of a kind commonly used in the household, treadle or hand-operated, but not including machine heads, being parts therefor	In respect of a component specified in note 9 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods – 7½%	In respect of a component specified in note 9 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods – Free
84.41.2	Furniture of a kind used solely or principally with sewing machines of a kind falling within sub-item 84.41.1 . .	47½%	22½%
84.41.9	Other.	6%	Free

Metal-working machines

Omit sub-paragraphs 84.45.111, 84.45.112 and 84.45.113, insert the following sub-paragraph:

84.45.111	Machines, as follows: horizontal borers, single-ended, whether fitted or arranged for use with single or multiple heads, having a stroke not exceeding 12 inches; reborers for the repair of internal combustion engines and parts for such engines; vertical borers, single spindle, having a stroke not exceeding 10 inches.	40%	27½%

Omit sub-paragraphs 84.45.131, 84.45.132, 84.45.133 and 84.45.134, insert the following sub-paragraph:

84.45.131	Machines, as follows: bench or pedestal type machines, having a drilling capacity in mild steel not exceeding 2½ inches; radial type machines, with radius of swing not exceeding 8 feet; twin opposed horizontal machines, having a drilling capacity in mild steel not exceeding ½ inch diameter and having a distance between chucks not exceeding 36 inches; vertical machines, with or arranged for use with multiple spingle heads.	40%	27½%

Omit sub-paragraphs 84.45.141 and 84.45.142, insert the following sub-paragraph:

84.45.141	Machines, as follows: general purpose toolroom machines, not usable with tables exceeding 40 inches in length or with tables exceeding 15 inches in width; pantograph type machines, with work capacity not exceeding 16 inches in length or 8 inches in width.	40%	27½%

Omit paragraph 84.45.21, insert the following paragraph:

84.45.21	Sawing and filing machines:		
84.45.211	Hack sawing machines, single blade; band sawing machines; circular sawing machines not being abrasive cutting machines; filing machines; abrasive cutting-off machines, with diameter of cutting wheel not exceeding 24 inches .	40%	27½%
84.45.219	Other	7½%	Free

Omit sub-paragraphs 84.45.231, 84.45.232, 84.45.233 and 84.45.234, insert the following sub-paragraph:

84.45.231	Machines, as follows: automatic polishing machines; grinding machines of a kind designed solely or principally for preparing or working printing blocks, plates or cylinders; honing machines of a kind de-	7½%	Free

		New Duties	
		General	Preferential
	signed to use honing stones; lapping machines of a kind designed to lap with soft metal charged with abrasives or with stone laps.		

Omit sub-paragraphs 84.45.321, 84.45.322, 84.45.323 and 84.45.324, insert the following sub-paragraph:

84.45.321	Machines, as follows: brake drum lathes, with capacity limited to drums not exceeding 26 inches in diameter; capstan lathes, with heights of centres above bed not exceeding 10 inches; general purpose lathes of the sliding, surfacing and screw cutting (or chasing) type, with or without tail stocks, including any modifications from such basic lathes, but not including automatic or semi-automatic machines; T-bed surfacing and boring lathes and machines.	40%	27½%

Omit sub-paragraphs 84.45.331, 84.45.332 and 84.45.333, insert the following sub-paragraph:

84.45.331	Machines, as follows: screwing or chasing (external cut) machines, of the radial die type, not exceeding 4 inches capacity in mild steel; screwing or chasing (external cut) machines, of the tangential die type, not exceeding 8 inches capacity in mild steel; tapping machines, not exceeding ½ inch diameter capacity in mild steel.	40%	27½%

Omit sub-paragraphs 84.45.411 and 84.45.412, insert the following sub-paragraph:

84.45.411	Machines, as follows: reciprocating or rotary and reciprocating, having a capacity limited to cold mild steel rivets not exceeding ⅝ inch in diameter; single shot or rotary spinning, having a stroke not exceeding 2 inches.	40%	27½%

Omit paragraphs 84.45.51, 84.45.52 and 84.45.53, insert the following paragraph:

84.45.51	Machines, as follows: cutting presses; guillotine shears; slitting machines designed for cutting or trimming mild steel not exceeding 0·125 inch in thickness to circles or other shapes not exceeding 60 inches in diameter or extending for more than 60 inches in any direction, whether or not also capable of flanging the cut shapes; slitting machines, gang, designed for cutting mild steel sheets not exceeding 40 inches in width and of a thickness not exceeding 0·0991 inch.	40%	27½%

Omit paragraphs 84.45.91 and 84.45.92, insert the following paragraph:

84.45.91	Machines, as follows: jewellers' rolls, hand-operated, up to 15 inches in length of roll; powered heads, suitable for drilling, milling, boring, reaming, tapping or other rotary cutting functions.	40%	27½%

Wood-working machines

Omit sub-items 84.47.1, 84.47.2, 84.47.3, 84.47.4 and 84.47.5, insert the following sub-item:

84.47.1	Wood-working machines, as follows: cramping machines of a kind used for cramping doors and sashes, power-operated; dowel cutting-off and pointing machines, automatic; edgers, double, incorporating built-in electric motors on the spindles; edgers, straight line, incorporating built-in electric motors on the spindles; jointer and edger machines, dovetail glue, automatic; jointers, glue, continuous feed; jointing and thicknessing machines, combined, incorporating a single cutter block; moulding machines, spindle, incorporating built-in-automatic feed; planing and matching machines, combined, incorporating one or more of the following features: built-in electric motors on the spindles; removable horizontal cutter blocks; jointing devices; five or more cutter spindles (not being beading heads); planing and moulding machines, combined, incorporating one or more of the following features:	7½%	Free

		New Duties	
		General	Preferential
	built-in electric motors on the spindles; removable horizontal cutter blocks: jointing devices; five or more cutter spindles (not being beading heads); planing and thicknessing machines, panel, incorporating a single cutter block 30 inches or over in width; recessing machines, hinge and lock, incorporating reciprocating cutters; routers, high speed, combined with frequency changers to give speeds of 18,000 or more revolutions per minute, incorporating electric motors and cutter spindles on common shafts; tenoning machines, double-end; tenoning machines, single-ended, incorporating built-in electric motors on the spindles; thicknessing or surfacing machines, double-sided, incorporating two horizontal cutter blocks with or without sideheads; lathes, as follows: copying lathes; automatic lathes; roughing lathes for turning last blocks; dovetailing machines; hollow chisel morticing machines with variable stroke, automatic; nailing machines; boring machines, horizontal double acting; boring or drilling machines, pneumatic, portable; matchbox-making machines; planing, moulding, and shaping machines, as follows: spindle or circular moulding machines, with rotary tables, for multiple work; milling machines, pattern; sanding machines, as follows: belt sanding machines, automatic stroke; belt sanding machines, oscillating, vertical; belt sanding machines, spiral contact; moulding sanders, automatic; triple drum sanders; variety sanders, multiple spindle;		

(*Continued on page* 1904)

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

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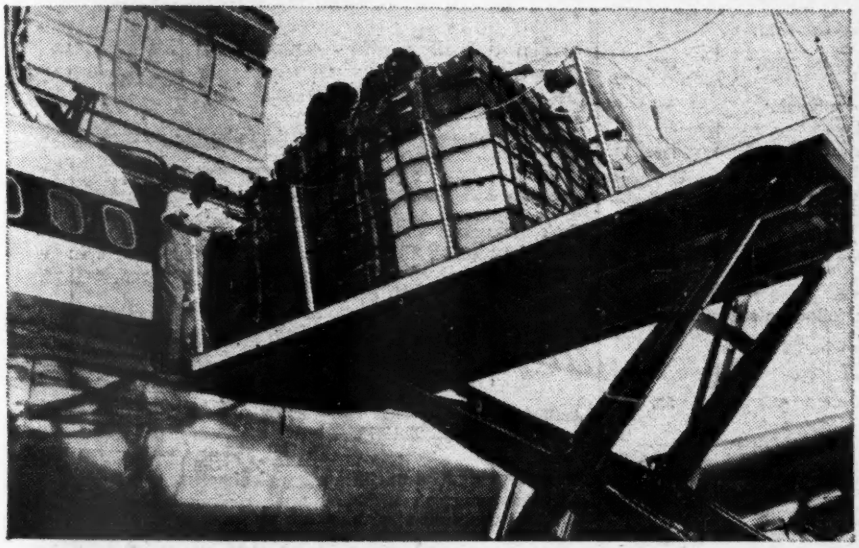

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QANTAS AIR CARGO

YOUR CARGO EXPERTS ON FIVE CONTINENTS

AUSTRALIA, *continued*

		New Duties	
		General	Preferential
	sawing machines, as follows: band sawing and resawing machines, log; band sawing machines, other, with saw pulleys 42 inches in diameter, and over; cross-cut saw benches, swing saw, designed for cross-cutting in box and case making; frame sawing machines; screw driving machines; veneer-making machines, as follows: drying machines, automatic; taping machines; machines specially designed for use in the process of electrotyping and stereotyping.		

Machinery – other

Omit paragraph 84.59.99, insert the following paragraph:

84.59.99	Other	55%	27½%

Valves for pneumatic tyres and tubes

Omit sub-item 84.61.4, insert the following sub-item:

84.61.4	Valves of a kind commonly used with pneumatic tyres and tubes	30%	20%

Hydraulic control valves

After sub-item 84.61.5, insert the following sub-item:

84.61.6	Hydraulic control valves for use in agricultural tractors for the operation of agricultural implements	7½%	Free

Transmission shafts, gears, etc.

After paragraph 84.63.12, insert the following paragraph:

84.63.13	For use as original components in the assembly or manufacture of engines for use in goods of a kind falling within sub-item 84.22.1, 84.23.1, 87.01.2, 87.01.9 or 87.07.3	7½%	Free

Lampware for vehicles

Omit sub-paragraph 85.09.991, insert the following sub-paragraph:

85.09.991	Spot lamps; lampware used solely or principally with vehicles of a kind falling within sub-item 87.01.2, 87.01.3 or 87.01.9; lampware of a kind used solely or principally as interior lighting in vehicles	45%	5%

Tractors, engines and other parts

In Note 6 to Chapter 87, omit '87.01.2', insert '87.01.3'.

Omit Note 7 to Chapter 87, insert the following Note:

'7. The following components are specified for the purposes of sub-items 87.01.2 and 87.01.9:

(a) winches;
(b) pneumatic tyres and tubes;
(c) wheels and wheel centres of a kind usable with pneumatic tyres;
(d) hydraulic pumps;
(e) hydraulic control valves.

Tractors

After Note 9 to Chapter 87, insert the following Note:

'10. In this Schedule, "agricultural tractors" means:

(a) two-wheel drive tractors of a kind used solely or principally in agriculture, horticulture or viticulture; and
(b) not being goods specified in the immediately preceding paragraph, tractors or tractors of a kind determined by the Minister and subject to such conditions, if any, as may be specified by the Minister.'

Omit sub-items 87.01.2, 87.01.3, 87.01.4 and 87.01.9, insert the following sub-items:

87.01.2	Tractors of the track-laying type; agricultural tractors, not being goods falling within sub-item 87.01.3; other tractors being agricultural tractors or tractors that, in the opinion of the Minister, are derivatives of agricultural tractors.	In respect of a component specified in note 7 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods – 7½%	In respect of a component specified in note 7 to this Chapter – the rate of duty that would apply to the component if it were imported separately; in respect of the remainder of the goods – Free
87.01.3	Agricultural wheeled tractors not exceeding 10 belt pulley horsepower.	In respect of a component specified in note 6 to this Chapter – the rate of duty set out in this column that would apply to the component if	In respect of a component specified in note 6 to this Chapter – the rate of duty that would apply to the component if it were imported

		Rates of Duty	
		General	Preferential
		it were imported separately; in respect of the remainder of the goods – 30%	separately; in respect of the remainder of the goods – 20%
87.01.9	Other	In respect of a component specified in note 7 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods – 20%	In respect of a component specified in note 7 to this Chapter – the rate of duty that would apply to the component if it were imported separately; in respect of the remainder of the goods – 10%

Tractor chassis fitted with engines

Omit sub-item 87.04.1, insert the following sub-item:

87.04.1	For tractors of a kind falling within sub-item 87.01.2, 87.01.3 or 87.01.9:		
87.04.11	For tractors of a kind falling within sub-item 87.01.2 or 87.01.3	7½%	Free
87.04.19	Other	20%	10%

Tractor parts

Omit paragraph 87.06.19, insert the following paragraph:

87.06.19	Other:		
87.06.191	For goods of a kind falling within sub-item 87.01.2 or 87.01.3	7½%	Free
87.06.199	Other	20%	10%

Fork-lift trucks

Omit paragraph 87.07.11, insert the following paragraph:

87.07.11	Designed for loading, unloading, stacking or tiering of goods or materials by means of fork or other attachments to elevating masts:		
87.07.111	Battery operated	22½%	15%
87.07.119	Other	22½% or, if higher, $1,000 each	15% or, if higher, $1,000 each, less 7½%

Artificial teeth

Omit paragraph 90.19.12.

Micrometers; callipers; clinometers; planimeters; opisometers

In sub-paragraph 90.28.234, after 'surfaces' insert '; micrometers; callipers; clinometers; planimeters; opisometers'.

Firearms and parts therefor

Omit items 93.02 and 93.03, insert the following items:

93.02	Revolvers and pistols, being firearms	7½%	Free
93.03	Artillery weapons, machine-guns, sub-machine-guns and other military firearms and projectors (other than revolvers and pistols)	7½%	Free

Omit sub-items 93.04.1, 93.04.2, 93.04.3, 93.04.4 and 93.04.9, insert the following sub-items:

93.04.1	·22 calibre single barrelled rim-fire rifles	25%	15%
93.04.2	Shotguns:		
93.04.21	12-gauge shotguns having a value not exceeding $213·33 each	25% or, if lower, $16 each	15% or, if lower, $16 each, less 10%
93.04.22	Shotguns not falling within paragraph 93.04.21; single shot 12-gauge shotguns as prescribed by by-law	7½%	Free
93.04.9	Other:		
93.04.91	Bird scarers	55%	27½%
93.04.99	Other	7½%	Free

Omit sub-item 93.06.9, insert the following sub-item:

93.06.9	Other:		
93.06.91	For ·22 calibre single barrelled rim-fire rifles; for 12-gauge shotguns	25%	15%
93.06.92	For goods of a kind falling within sub-item 93.05.9	27½%	12½%
93.06.99	Other	7½%	Free

Tariff changes

DETAILS ARE GIVEN below of changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on May 15, 1968.

		Rates of Duty	
		General	Preferential
Glucose and glucose syrups			
Omit sub-items 17.02.1 and 17.02.2, insert the following sub-items:			
17.02.1	Lactose; lactose syrups	32½%	12½%
17.02.2	Glucose; glucose syrups	$0·015 per lb.	$0·006 per lb.
Flavoured or coloured sugars, etc., with a basis of glucose			
Omit sub-item 17.05.1, insert the following sub-items:			
17.05.1	With a basis of lactose	32½%	12½%
17.05.2	With a basis of glucose	$0·015 per lb.	$0·006 per lb.
Hogskin leather			
Omit Note 3 to Chapter 41.			
Omit sub-item 41.05.1, insert the following sub-item:			
41.05.1	Hogskin	22½% less, an amount per square foot, if any, equal to the difference by which the f.o.b. price per square foot exceeds $0·15	17½% less, an amount per square foot, if any, equal to the difference by which the f.o.b. price per square foot exceeds $0·15
Sheet metal working snips and shears			
Omit sub-item 82.03.4.			
Specified components for tractors			
Omit Notes 10 and 11 to Chapter 84, insert the following Note: '10. The following components are specified for the purposes of paragraphs 84.22.11, 84.22.19, 84.23.11 and 84.23.19: (a) hydraulic control valves; (b) hydraulic pumps; (c) pneumatic tyres and tubes; (d) wheels and wheel centres of a kind suitable for use with pneumatic tyres; (e) winches; and (f) goods of a kind commonly used with tractors that, in the opinion of the Minister, are, or are derivatives of, agricultural tractors, as follows: (i) fixed frames; (ii) fixed sub-frames; and (iii) other fixed strengthening members.'			
Components for engines			
Omit sub-paragraph 84.06.599, insert the following sub-paragraph:			
84.06.599	Other	The rate of duty set out in this column that would apply to the goods if the goods were the lowest powered engine, not being an engine for installation in a tractor, with which the goods are suitable for use	The rate of duty that would apply to the goods if the goods were the lowest powered engine, not being an engine for installation in a tractor, with which the goods are suitable for use
Omit sub-paragraph 84.10.919, insert the following sub-paragraph:			
84.10.919	Other	The rate of duty set out in this column that would apply to the goods if the goods were the lowest powered engine, not being an engine for installation in a tractor, with which the goods are suitable for use	The rate of duty that would apply to the goods if the goods were the lowest powered engine, not being an engine for installation in a tractor, with which the goods are suitable for use
Water heaters			
Omit sub-paragraph 84.17.911, insert the following sub-paragraph:			
84.17.911	Water heaters	35%	25%
Component for engines			
Omit sub-paragraph 84.18.944, insert the following sub-paragraph:			
84.18.944	Suitable for use in internal combustion piston engines, not being goods falling within sub-paragraph 84.18.941, 84.18.942, 84.18.943 or 84.18.945.	The rate of duty set out in this column that would apply to the goods if the goods were the lowest powered engine, not being an engine for installation in a tractor, with which the goods are suitable for use	The rate of duty that would apply to the goods if the goods were the lowest powered engine, not being an engine for installation in a tractor, with which the goods are suitable for use

		Rates of duty	
		General	Preferential
Self-propelling bases for lifting, handling, loading, etc., machinery			
Omit sub-item 84.22.1, insert the following sub-item:			
84.22.1	Self-propelling bases or units not further manufactured than the stage comprising the operator's hydraulic controls for the operation of working implements, being goods that do not incorporate hydraulic rams, beams for supporting working implements, working implements and like additions and ancillary equipment:		
84.22.11	Track-laying types; other types that, in the opinion of the Minister, are, or are drivatives of, agricultural tractors.	In respect of a component specified in note 10 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods – 7½%	In respect of a component specified in note 10 to this Chapter – the rate of duty that would apply to the component if it were imported separately; in respect of the remainder of the goods – Free
84.22.12	Fixed frames, fixed sub-frames and other fixed strengthening members of a kind commonly used with goods (other than of the track-laying type) falling within paragraph 84.22.11	20%	10%
84.22.19	Other	In respect of a component specified in note 10 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods – 20%	In respect of a component specified in note 10 to this Chapter – the rate of duty that would apply to the component if it were imported separately; in respect of the remainder of the goods – 10%
Omit sub-item 84.23.1, insert the following sub-item:			
84.23.1	Self-propelling bases or units not further manufactured than the stage comprising the operator's hydraulic controls for the operation of working implements, being goods that do not incorporate hydraulic rams, beams for supporting working implements, working implements and like additions and ancillary equipment:		
84.23.11	Track-laying types; other types that, in the opinion of the Minister, are, or are derivatives of, agricultural tractors.	In respect of a component specified in note 10 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods – 7½%	In respect of a component specified in note 10 to this Chapter – the rate of duty that would apply to the component if it were imported separately; in respect of the remainder of the goods – Free
84.23.12	Fixed frames, fixed sub-frames and other fixed strengthening members of a kind commonly used with goods (other than of the track-laying type) falling within paragraph 84.23.11	20%	10%
84.23.19	Other	In respect of a component specified in note 10 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately; in respect of the remainder of the goods – 20%	In respect of a component specified in note 10 to this Chapter – the rate of duty that would apply to the component if it were imported separately; in respect of the remainder of the goods – 10%

(Continued on next page)

AUSTRALIA, *continued*

Components for engines

Omit paragraph 84.63.19, insert the following paragraph:

		Rates of Duty	
		General	Preferential
84.63.19	Other	The rate of duty set out in this column that would apply to the goods if the goods were the lowest powered engine, not being an engine for installation in a tractor, with which the goods are suitable for use	The rate of duty that would apply to the goods if the goods were the lowest powered engine, not being an engine for installation in a tractor, with which the goods are suitable for use

Gherkins subject to dumping duty

GHERKINS have recently been made the subject of dumping duty under the Australian Tariff (Dumping and Subsidies) Act, 1961-65.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting No. CRE 1801/66.

BRAZIL

Customs tariff amendments

IT HAS BEEN reported by HM Embassy in Rio de Janeiro that Resolution 530 of the Customs Policy Council provides that Heading 89.14 of the Customs tariff shall be amended as follows:

Tariff No.	Description	Duty, *ad valorem*
89.14	Pleasure craft and sporting craft:	
.001	For competitions, conforming to the requirements and specifications of the National Sports Council	35%
.002	Other	105%

This resolution came into force on May 22.

Imports of materials for the manufacture of automatic telephone exchanges

IT HAS BEEN reported by HM Embassy at Rio de Janeiro that, according to Law No. 5424, exemption from import duty and tax on industrialized products is granted for a period of one year in the case of materials (equipment, machinery, spare parts and accessories, tools, specialized and specific materials, with no registered national similar) which are imported by industrial concerns in Brazil specifically for the manufacture, within the country, of automatic telephone exchanges. The Law became effective on April 29.

A full text of the law (in Portuguese) may be consulted at Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 476).

Documentation of exports

UNITED KINGDOM exporters are reminded to be particularly careful when documenting exports to Brazil.

The Brazilian authorities are liable to fine their importers heavily for non-compliance with the regulations even when the infringements arise solely from the exporter's carelessness, e.g. for typing mistakes or minor manuscript amendments on documents, for failure to complete documents properly, for adding values incorrectly, etc.

It is, therefore, essential for United Kingdom exporters to take special care when completing documents for exports to Brazil and to fully comply with any requests or instructions which may be received from Brazilian agents or consular officials.

In particular, United Kingdom exporters must take care to ship goods within the period of validity of the import certificate and must present their export documents to the Consulate for legalization within 30 days of the departure of the ship or aircraft.

Further information about documentation for exports to Brazil may be obtained from Tariff Section, Export Services Branch, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

CHILE

Modifications to Permitted Import List

THE FOLLOWING modifications have recently been made to the Chilean Permitted Import List:

Page	Item No.	Item	Percentage of prior deposit
28	27.16	Add new item: . . . . . Bituminous compounds for use in making wire ropes	0
64	37.05	Add new items: . . . . . Photographic plates and films . . . . . Sheets or plates for photogravure, sizes 20 by 25 cms. to 75 by 102 cms.	50 10
99	59.04	Add new item: Sisal fibre cord for wire ropes	10
101	59.17	Add new item: Polyvinyl alcohol fabric, up to 30 gr. weight per square metre, for supports for lace making . .	20
124	73.40	Add new item: Steel fasteners for beckets	0
33 40 66	28.56 29.44 38.11	In the item 'Pesticides for agricultural use except those containing more than 10% of metallic copper' on each page substitute 3% for 10% .	0
70	39.01	1st line: Alter '0.00635 to 0.254' to read 'up to 0.36'	20

Time limits for payments for imports

THE EXECUTIVE COMMITTEE of the Chilean Central Bank have fixed the following time limits for payments for imports:

360 days from date of the bill of lading.

Item No.	
17.01	Raw sugar
27.10	Mineral oil in containers
	Mineral lubricating oil in containers
48.01	Paper for bank notes
48.07	Gummed paper for the Mint and Health Services only
49.01	Books, other than those specified:
	Student text and technical books
49.02	Scientific and technical magazines
	Magazines
49.04	Sheet music
73.22	Pressure tanks for controlling the fermentation of wines
82.01	Other agricultural implements:
	Hand sowers
82.13	Shearing machines
84.10	Must or wine pumps
84.17	Milk coolers
	Galvanized steel soil-dryers
84.18	Milk skimmers
	Motor filters
84.21	Hand flame throwers:
	Agricultural sprayers
	Hand sprayers
84.22	Silo loaders
84.23	Post-hole diggers
84.24	Fertilizer spreaders
	Animal drawn ploughs
	Mechanically-drawn ploughs
	Cultivators
	Guano spreaders
	Discs for ploughs and harrows
	Animal-drawn harrows
	Mechanically-drawn harrows
	Seeders and planters
ex 84.25	Maize binders
	Self-propelled harvesters
	Ensilage and forage harvesters
	Maize de-grainers
	Grain sifters

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CHILE, *continued*

		Automatic egg-grading machines
		Stationary hay presses
		Rakes of all types
		Seed graders
		Stationary threshing machines
	84.26	Cream and butter churns
		Milking machines
	84.27	Grape gatherers of the crusher-pump type
		Grape gatherers of the crusher run-off type
		Machinery, appliances and equipment:
		Continuous presses
	84.28	All six items under this heading
	84.49	Hand crosscut saws
Chapter	84	General headings:
		Complete mechanized sawmills
		Equipment for irrigation
		Industrial poultry killing plants
		Other machinery and implements for agriculture
Item No.	85.07	Wool-shearing machines
	87.01	Wheeled tractors
Chapter	00	General headings:
		Equipment and material for the Armed Forces
		Spare parts for agriculture

240 days from date of the bill of lading

Item No.	02.01	All three items under this heading
	02.02	Frozen poultry
	04.01	Milk
	04.02	Milk powder
		Condensed milk
	04.03	Butter
		Dehydrated butter fat
	04.04	Cheese
	05.04	Stomachs of bovine animals
	07.01	Onions
		Potatoes – other than seed
	07.04	Dehydrated potatoes
	07.05	Beans for consumption
	10.01	Wheat for consumption
	10.05	Maize for consumption
	10.06	Rice for consumption
	11.05	Potato flour
	13.03	Natural drugs
	25.03	Sulphur when imported for the purpose of making fertilizer
	25.10	Phosphorite
	26.04	Calcined bones
	27.10	Kerosene
		Diesel oil
		Fuel oil
	27.11	LPG in bulk
	27.14	Artificial asphalt
Chapter	28	General headings:
		Drugs, except those on the prohibited list
Item No.	29.01	Styrene monomer
		Dicyclopentadiene
	29.04	Butyl alcohols
		Methyl alcohols
		Octyl alcohols
	29.06	Thymol
	29.14	Vinyl acetate monomer
		Sorbic acid
		Butyl acrylates
		Methyl dichloro-acetate
		Methacrylate or methyl monomer
	29.15	Phthalic anhydride
		Maleic anhydride
		Di-butyl maleate (DBM)
	29.16	Acetyl salicylic acid and its salt
		Calcium gluconate
	29.23	l-p-nitrophenyl
	29.25	All three commodities under this heading
	29.26	Saccharin
	29.34	Tetraethyl lead
	29.35	Amino-dipyridine
		Novalgin
		Iodo-chloro-hydroxy-quinoline
	29.36	Sulphamide
	29.38	Vitamin A
		Vitamin B
		Vitamin C
		Vitamin D
		Vitamin E
		Other vitamins
	29.39	Hormones
	29.42	Caffeine
		Morphine
		Other alkaloids
	29.44	Antibiotics
		Chloramphenicol monostearyl – glycolate
		Chloramphenicol and its salts
Chapter	29	General headings:
		Antituberculosis drugs
		Drugs, except those on the prohibited list
Item No.	30.01	Glands
	30.03	The first 21 items under this heading
	31.02	Urea
	31.03	Triple superphosphate
	31.04	Both items under this heading
	31.05	Ammonium phosphate
	32.02	Tannin derivatives
Chapter	35	General headings:
		Drugs, except those on the prohibited list
Item No.	38.08	Colophony
	55.01	Raw cotton
	59.05	Industrial fishing nets
	87.01	Caterpillar tractors
	93.07	Harpoons for fishing
	97.07	Hooks and spare parts thereof

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GUATEMALA

Import licensing

HM EMBASSY in Guatemala City report that the Guatemalan authorities have introduced a temporary import licensing system effective from June 7. In the period June 7 to December 31 Guatemalan importers will be allowed to import only up to 90 per cent by value, c.i.f., of certain goods imported in the period June 1 to December 31, 1967.

Import licences will not be required for goods which on June 7 were in transit, awaiting clearance at Guatemalan Customs, which were not yet shipped but for which letters of credit were opened before June 7, or on goods not yet shipped but paid for in advance in whole or in part.

Inquiries relating to this notice should be addressed to Export Services Branch, Tariff Section, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 474 or 476).

BOLIVIA

Ban on imports of cars

THE BOLIVIAN Government have banned imports of private motor cars until July 31, 1969.

VENEZUELA

Customs tariff increases

IT HAS BEEN reported by HM Embassy at Caracas that the Venezuelan Ministries of Finance and Development have decided to increase tariffs and impose import licence restrictions on the following:

The tariff modifications came into force on May 30, 1968.

Tariff No.	Description	Duties in Bolivars per kilogram gross
663-01	Calibrated, grinding, sharpening, polishing wheels and stones, natural or artificial:	
663-01-04-1	Up to 31 cm. in its largest dimension (4)	10·00
663-01-04-2	Up to 60 cm. in its largest dimension	4·00
663-01-04-3	Pumice stone	4·00
663-01-04-9	Others	0·40
681-13-05	Siphons (of iron or steel)	5·00
682-02-03-3 c	Siphons (of copper or copper alloys) (4)	0·20
686-02-02-3	Siphons (of zinc or its alloys)	5·00
699-07-01-1 c	Nails, n.e.s. (of iron or steel)	1·00
699-07-01-1 I	Hooks, threaded or not (of iron or steel)	5·00
699-07-03	Cotters, bolts and fasteners, of base metals	5·00
699-08-02	Pins (except hat pins and other ornamental pins and drawing pins), safety pins, hairpins and hair curlers	8·00
699-08-02-1	Deleted	
699-08-02-2	Deleted	
699-08-02-3	Deleted	
699-08-02-4	Deleted	
699-08-02-5	Deleted	
699-13-02-1	Kitchen utensils of iron or steel, coated or not	5·00
699-13-02-1 A	Deleted	
699-13-02-1 B	Deleted	
699-14-01-1	Kitchen ultensils of aluminium, coated or not	5·00
699-14-01-1 A	Deleted	
699-14-01-1 B	Deleted	
699-18-05	Hinges of base metals, n.e.s. (4)	1·00
699-29-16-8	Hooks and buckles for wearing apparel and ready-made clothing	8·00
699-29-20-23	Hooks and supports, n.e.s.	5·00
716-05-02	Vibrators complete or knocked-down (including heads and flexible axles) operated by motor energy, not electric (4)	0·001
716-15-01	Cocks, faucets or spigots for pipes, valves and other devices of base metal for regulating the flow of liquids in pipes (except cocks or spigots for sanitary articles):	
716-15-01-2	Of copper or its alloys (4)	0·20
716-15-01-2 A	Deleted	
716-15-01-2 B	Deleted	
716-15-01-5	Of zinc or its alloys	4·00
721-12-05	Vibrators, complete or knocked-down (including heads and flexible axles), electric (4)	0·001
721-19-07-3	Electric plugs, outlets, switches, bulb-holders, tube-holders, and starters for fluorescent lamps; plastic plates (4)	0·45
721-19-07-4	Electric thermostats:	
	A. Up to 15 kilos (4)	0·50
	B. Over 15 kilos	0·01
812-03-05	Taps, spigots and faucets, assembled or not (including component parts):	
812-03-05-5	Of zinc or its alloys	4·00
812-03-06-6	Watering cans and their spouts of base metals, n.e.s.	5·00
812-03-09	Siphons of base metals for sanitary articles	5·00
821-01-03-4	Ironing tables and boards of wood	5·00
821-02-03-5	Ironing tables and boards of metal	5·00
841-11-03-1	Helmets of base metals	10·00
861-09-05-3	Pressure regulating valves and non-electric thermostats:	
	A. Up to 15 kilos (4)	0·50
	B. Over 15 kilos	0·01
899-17-03-4	Metal mechanisms for portfolios, classifiers, files, paperholders and the like	8·00

B (4) An import licence must be obtained from the Ministry of Development.

Import licensing restrictions

THE VENEZUELAN Ministries of Finance and Development have imposed import licensing restrictions, with effect from May 30, 1968, on the following goods:

Tariff No.	Description
699-16-02	Table and kitchen knives, forks and spoons, of iron or steel, coated or not (except silver plated or gold plated).
699-16-04	The same, of nickel or white alloys (alpaca, German silver, etc., except silver plated or gold plated).
699-16-05	The same, of aluminium, pewter and other base metals and alloys, coated or not (except silver plated or gold plated).
699-18-01-6 C	Safety bolts and similar articles, of iron or steel.
699-18-02-3 c	Safety bolts and similar articles, of copper or its alloys.
699-18-03-3 c	Safety bolts and similar articles, of aluminium or its alloys.
699-18-04-3 c	Safety bolts and similar articles of white metal or of base metals, n.e.s.
699-29-20-17	Wall furniture, made of metal.

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Board of Trade — Official Receivers' offices

Official Receivers are responsible for the administration of cases in bankruptcy and compulsory liquidation. Inquiries in relation thereto should be addressed to the nearest Official Receiver. A list of Official Receivers with office addresses and telephone numbers is given below.

Bankruptcy–High Court
Victory House, Kingsway, London, W.C.2.
(Tel. 01–405 7641)
W. Whitehead, W. H. Haigh, N. Saddler.

Companies Winding-up–High Court
Inveresk House, 346 Strand, London, W.C.2.
(Tel. 01–836 7733)
C. A. Taylor, H. C. Gill, J. L. Williams.

Birmingham
Commercial Union House, Martineau Square, Birmingham 2. (Tel. 021–236 8831/7)
A. D. Gwyther, J. F. O'Reilly.

Bournemouth
Maple Chambers, 41 St. Peter's Road, Bournemouth. (Tel. 0202-28208/9)
A. H. Horler.

Bradford
West Riding House, Cheapside, Bradford. (Tel. 0274–33651
P. A. Lawrence.

Brighton
8 Old Steine, Brighton, BNI. IEJ. (Tel. 0273–64301/4)
T. H. Parker.

Bristol
Avon House, Telephone Avenue, Bristol 1. (Tel. 0272–22852)
G. W. Sisman.

Cambridge
49 Bateman Street, Cambridge. (Tel. 0223–53930 and 59646)
R. F. Savage.

Canterbury
Lombard House, 12-17 Upper Bridge Street, Canterbury. (Tel. 0227–62070 and 65037)
A. R. Haigh.

Cardiff
County Court Buildings, Westgate Street, Cardiff, CFI INJ (Tel. 0222–30575)
B. J. Longley.

Chester
Dee Hills Park, Chester, Cheshire. (Tel. 0244–21471/2)
T. Wilks.

Croydon
Park House, 22 Park Street, Croydon, CR9 ITX (Tel. 01–686 4961)
E. C. Sherwood.

Exeter
Eastgate House, High Street, Exeter. (Tel. 0392–55445)
A. J. Seldon.

Gloucester
Grosvenor House, Station Road, Gloucester. (Tel. 0452–21658 and 27255)
H. W. Kirkwood.

Hull
Burton's Buildings, Alfred Gelder Street, Hull. Yorks. (Tel. 0482–23720 and 23729)
J. E. Friend.

Ipswich
3-5 Northgate Street, Ipswich. (Tel. 0473-52264/5)
T. A. Tuck.

Kendal
Eskdale House, Shap Road, Kendal. (Tel. Kendal 1741.)
J. Tye.

Leeds
Pearl Chambers, East Parade, Leeds 1. (Tel. 0532–28011/2)
W. A. Bishop.

Leicester
Prospect House, 94 Regent Road, Leicester, LEI 7DE (Tel. 0533–22251/3)
H. Roach.

Liverpool
West Africa House, 25 Water Street, Liverpool 2. (Tel. 051–236 8397/8)
R. W. F. Pagan.

Manchester
Townbury House, 11 Blackfriars Street, Salford 3. (Tel. 061–832 7771/3, 3970 and 4009)
W. H. Meredith, A. N. Percy.

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3rd Floor, St. Nicholas Buildings, 4 St. Nicholas Street, Newcastle-upon-Tyne, NEI IRF (Tel. 0632–21104/5)
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63 New George Street, Plymouth. (Tel. 0752–68554)
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Reading
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St. Annes
St. Annes House, Wood Street, St. Annes-on-Sea, Lancs. (Tel. 0391–5–22141 and 03915)
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8-12 Furnival Gate, Sheffield, 1. S1 4QN (Tel. 0742–26691/2)
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London House, Hide Street, Stoke-upon-Trent. (Tel. 0782–45256/7/8)
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Swansea
Grove House, Grove Place, Swansea. (Tel. 0792–50652)
P. W. Nunn.

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40 Clarendon Road, Watford. (Tel. 0923–44288)
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VENEZUELA, *continued*

Customs tariff changes

THE FOLLOWING changes became effective as from June 4, 1968:

Tariff No.	Description	Duties in Bolivars per kilogram gross
061-09-09-2	Dehydrated sugar (caramel or colouring for beverages and food products)	2·00
642-09-09-19	Cones, cylinders and bobbins for use on looms and in spinning-mills	2·00
656-04-02-2	Deleted	
656-05-01-2	Curtains of textile material, n.e.s., whether or not made impermeable, whether or not for bathrooms	70·00

BARBADOS

Exemptions from import duty

THE BOARD OF TRADE have received a copy of an Order which amends Part III of the First Schedule to the Barbados Customs Tariff (Table of Exemptions from Import Duty) by the addition of the following new paragraph:

'Wood preservatives for use in the treatment of lumber'.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

UNITED STATES

Trade regulation rule — quick freeze aerosol spray products

THE *Board of Trade Journal* of January 19, 1968, gave notice of the intention of the United States Federal Trade Commission to promulgate a trade regulation rule for quick-freeze aerosol spray products containing fluorocarbon 12 (Dichlorodifluoromethane) designed for the frosting of beverage glasses.

The Federal Trade Commission has now arranged a public hearing on the proposed rule at which all interested persons, including the consuming public, will be given the opportunity of presenting their views orally. The hearing will take place on July 17, 1968, in Room 532 of the Federal Trade Commission Building, Washington DC.

Views and comments may also be submitted in writing in duplicate to the Chief, Division of Trade Regulation Rules, Bureau of Industry Guidance, Federal Trade Commission, Pennsylvania Avenue and Sixth Street, N.W., Washington DC 20580, to arrive not later than July 10, 1968.

Further information about the proposed rule can be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Anti-dumping regulations

THE *Board of Trade Journal* of November 17, 1967, gave notice of proposals for amending the Customs Regulations relating to procedures under the Anti-dumping Act of 1921. Some changes have been made in response to comments received or for editorial purposes and the United States Bureau of Customs have now announced details of the final regulations which become effective on July 1, 1968.

Copies may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

Of a 'class or kind made in Canada':

N, N'Bis (1.4 dimethyl pentyl) para phenylene diamine.

(Ruling effective July 18, 1968.)

The above information is contained in Canadian Department of National Revenue Memorandum D51-33-4 dated June 17, 1968.

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Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Official Receivers' Offices	This week
United States Consular offices in the UK	17 June 1966

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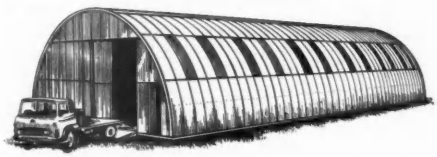

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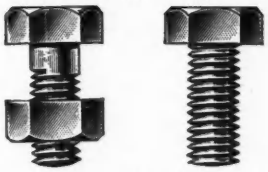

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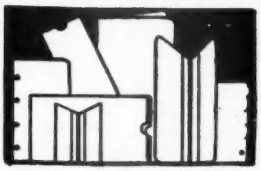

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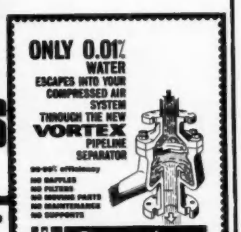

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